PARIS, MONDAY, MARCH 30, 1981

Established 1887

Space Shuttle Seen as Crucial to Future of Warfare

Strategists Say Launch in April Will Open Possibility for Manned Military Operations

By Richard D. Lvons New York Times Service
ASHINGTON — The

ching of the space shuttle month will be a crucial in the history of warfare, ie view of Pentagon officers military strategists. saving aside the consider-

scientific and commercial ets of shuttle flights, which he ostensible reasons for the stment of about \$8 billion in reusable space vehicle, mililanners say the lannching tary operations at altitudes will start with the shuttle at miles and go to virtually any

imost from the first planand investment in the shutrogram a decade ago it was ly recognized on Capitol that the major long-range

benefits would be from military That view has not gone unnoticed in Moscow, where Soviet

leaders have vigorously protest-ed the continuing development of the American space plane as a provocation and have unsuccessfully sought to negotiate its halt. The Soviet Union was well

aware that early in the process of designing the shuttle, its cargo bay was enlarged at the urging of the Air Force to accommodate military payloads. At a length of 122 feet and with a wing span of 78 feet, the shuttle is about the size of a DC-9 jetliner. With two pilots and as as three technicians it could stay in space for a week or

Interviews with people familiar with military space issues have also shown that there is a growing debate over whether space, an area where weapons of mass destruction are outlawed by United Nations treaty, should be opened to lesser

Some Americans fear an arms race in space, while others see the military use of the shuttle as a natural consequence of the superiority of U.S. space technology, although such superiority may prove temporary.

A scientist who has expressed concern over the military impli-cations of the shuttle is Dr. Eric Chaisson, an associate professor on the astrophysics faculty at Harvard University. "Many of my colleagues and I believe that the mission of the shuttle is to launch military satellites," he

To the aerospace industry and other groups seeking a rapid

tary, the shuttle is the realization of a dream of manned military chicles extending back to the Advanced Reconnaissance Satellite program of the 1950s.

Military Thinker

Those favoring the operation of overtly military satellites with astronauts aboard suffered sharp setbacks when the Air was canceled in 1963, and its follow-up program, the Manned Orbiting Laboratory, was killed six years later after the invest-ment of \$1.6. billion. The programs were eliminated partly for economic reasons and partly because they had been overtaken by the Gemini and Skylab pro-

Therefore to such military

thinkers as Lt. Gen. Daniel O. Graham, retired director of the Defense Intelligence Agency who is now co-chairman of the Alliance for Peace Through Strength, a civilian lobby group, the shuttle offers the opportunity to open vast areas for military

exploitation.

The shuttle gives us a strategic edge over the Soviet Union and their masses of missiles and submarines," Mr. Graham said.

Groups such as the Federa-on of American Scientists, which have long opposed the de-velopment of the shuttle, originally for economic reasons and later for military reasons, as well as those groups such as Mr. Graham's, acknowledge that a kind of cold war in space is

There have been several examples of this development:

• This month the Air Force announced that it would build in Colorado a \$450-million Consolidated Space Operations Center from which all future military shuttle and satellite flights would be directed.

• The Defense Department is seeking more than \$500 million in the proposed budget for the fiscal year 1982 for its own shuttle research, development, testing and engineering.

 A military duplicate of the shuttle base at the Kennedy Space Center is being constructed at Vandenberg Air Force Base in California. It is expected to be operational in 1984.

• The Air Force is asking Congress for about \$150 million for the continuation of twin pro-

(Continued on Page 3, Col. 2)

because he is regarded as a liberal and has maintained indirect contacts with the union at critical points during past crises. Although much of his speech was undoubtedly directed at the Soviet Union, as a signal that the Polish leaders recognize the dangers of the situation, it also showed a stiffening of resolve in the face of a general

by the country's spiraling crisis that is coming to a head, with everworsening food shortages, Warsaw Pact troops on extended maneuvers on Polish soil, and Solidarity prepared to call 10 million workers off their jobs indefinitely Tuesday unless agreement is reached before then.

Stanislaw Kania, the moderate party leader, who has been pursuing a tightrope course of trying to seek an accommodation with the sions he construes as political, may even face a personal challenge to his leadership. Most observers felt that he was strong enough to surmount it, but the country's situation was so unstable that nothing

could be ruled out.

The 10-man Politburo has been transformed by leadership upheavals - there are only four survivors from before last summer's strikes
— but the Central Committee has not been so greatly changed.

left to its own devices, would undoubtedly favor a stemer line toward the union. But it is meeting amid a public clamor for accommodation instead of confrontation.

There are also pressures for reform from the grass-roots level of the party, and these were reflected in the angry debate in Sunday's sessions, or at least the portions of it relayed intermittently by the Polish news agency.

Speaker after speaker spoke of the crisis in the party, of the dis-trust and lack of credibility it has engendered among the people and of the need to get rid of the oldguard and get on with the country's "democratic renewal." Significantly, most of the critics were

Solidarity leaders had met with government officials Saturday for nearly three hours without achieving a breakthrough in their talks on a report from the justice minister. Jerzy Bafia. on a police attack on union members in Bydgoszcz. March 19 that precipitated a fourhour national strike Friday and

Solidarity sources said that the

Poland Signals New Resolve in **Growing Crisis**

WARSAW — A crucial Central Committee meeting, which may well decide whether Poland's Communist Party opposes or cooperates with Solidarity, opened Sunday with an attack upon the independent union

ole who were trying to push it into becoming a political organization to

tions and limited terms of office for its leaders. Such changes, if put into

effect, would open up the party considerably and make it different from any other Communist Party

in Eastern Europe. Mr. Barcikowski's remarks on Solidarity were seen as significant

strike set to begin Tuesday. The emergency session Sunday of the ruling body of the three-million member party is thought to be one of the most important in Poland's history. It was shaping up as a struggle between hardliners and moderates on the 140-member committee, polarized over the sear-ing issue of how to deal with the

Divisions Deepen

Divisions have been deepened

It is a conservative body, and

workers, not party bureaucrats.

next Tuesday's scheduled strike.

from a ranking Politburo member. Kazimierz Barcikowski charged that Solidarity was penetrated by peo-

struggle against the Communist Party and the Socialist state.

At the same time, however, Mr. Barcikowski came out strongly in favor of democratic changes within the party itself, including free elec-

• The incident in Bydgoszcz that sparked Poland's latest crisis has not been fully explained. and Solidarity sees it as part of a deliberate campaign. News analysis, Page 2.

 keports that Poland has de-faulted on loans from two Western banks come amid intensive international efforts to underwrite the faltering Polish economy. Page 17.

rewritten to include the union's viewpoint and to establish that union members were beaten by po-

After the negotiations, Lech Walesa and other Solidarity leaders met for 112 hours with the Polish primate, Cardinal Stefan Wyszynski. They were joined by Stefan Bratkowski, a party member who leads the journalists union and who is an informal adviser to Mr. Kania. In past crises, Mr. Bratkowski has been an intermediary between the union and govern-

The meeting confirmed that the cardinal, who along with Mr. Kania and Mr. Walesa is one of the three most powerful men in the country, has assumed an active role in attempting to mediate a solution to the crisis.

Exercise in Poland

BERLIN (Reuters) - Soviet. volved in the Warsaw Pact Soyuz-81 maneuvers in and around Poland practiced the extermination of an assumed enemy Sunday at a training ground in Poland, East Germany's ADN news agency re-

INSIDE

Indian Strategy

India is mounting a major campaign to persuade the Reagan administration to abandon plans to make Pakistan a front-line state against Soviet advances in the Gulf by selling it arms. Page 2

World Cup Title

Phil Mahre, an American, beat Ingemar Stenmark for the overall World Cup skiing championship. He is the first non-European to win the men's title since the World Cup was founded 15 years ago. Page 21.

TOMORROW

Irish Neutrality Signs of improved relations

with Britain have rekindled a debate in Ireland over neutrality, a political passion that is firmly rooted in the Irish opposition to Britain. An examination of the emotion-laden issue, in Tuesday's Trib.

lonesia ncedes to **jackers** Tisoners Sought;

itill in Bangkok

GKOK - Indonesia will se demands of simplane hiholding more than 40 peostage on a commandeered in Bangkok, a Thai govern-spokesman said Sunday

American, identified by Thai S. officials as Karl Schneid- seriously wounded Sunday, ntly after trying to escape he Indonesian Garuda airet, which was diverted to ok on Saturday by hijackers uding the release of 84 politirisoners. The bijackers re-d to number five, originally aded the release of 20 prison-

irong Suwanphiri, the Thai ument's chief spokesman, ndonesian authorities were 1g word from the hijackers here the freed prisoners

officials said President o of Indonesia had agreed Sunday morning Cabinet g to release all 84 prisoners, elieved to be students arduring recent anti-govern-

Trairong refused to disclose her demands that he said wn made by the hijackers, ized the DC-9 airliner on an sian domestic flight and it to fly to Malaysia and

Bangkok. wounded American, Mr. Jer, 47, was identified as a sman who lived in Jakarta. is shot in the chest and from the plane. Doctors : had recovered consciousfore they began surgery to a bullet that apparently

near his spine. shooting came hours after a Briton on the plane leaped dom through a rear emer-

mit injuring a leg. Busy With Radio

ort officials said the Briton, ied as Robert Wainwright, ployee of the Milchem Co. ionesia, jumped out the il onto the runway at the h airport. They said That hooters surrounding the pailed him to safety before ackers realized he had es-

Wainwright told authorities



A man, apparently American Karl Schneider, lies under the cockpit of a hijacked Indonesian jet signaling with a handkerchief after being shot and thrown from the plane in Bangkok.

landed at Bangkok.

An elderly woman was freed then the plane stopped in Penang, Malaysia, on Saturday. With Mr. Wainwright and Mr. Schneider free, the hijackers were still reported to be holding 40 passengers and five crew members.

Mr. Trairong said the govern-ment of Sri Lanka, where the hijackers demanded to be flown, would not allow them or the hostages to land. An Indonesian DC-10 airliner

meanwhile arrived in Bangkok from Jakarta, bringing officials including a close aide of President Subarto to help a team of Indonesian negotiators who have been in Bangkok since Saturday night, a Thai government spokesman said. He identified the aide as Lt. Gen. Benny Moerdani, deputy directorneral of central intelligence and chief of military intelligence.

4 Surrender in Panama

PANAMA CITY (UPI) - Four leftist hijackers surrendered and freed 49 hostages Saturday in Panama in a negotiated settlement of their two-day takeover of a Honduran airliner, the state-run Pana-

he made his escape while the hi- won their chief demand for the rejackers were busy with the cockpit lease of Salvadoran leftists impris-radio, 18 hours after the plane oned by Honduras. Shortly after the hostages were released, a Honduran government communique announced that some "undesirable foreigners" would be deported. The hijackers had demanded the release of 13 leftists.

The hostages were freed when the Boeing 737 jet arrived in Panama after a short flight from Managua, where the leftists forced the plane to land Friday during a Honduras SAHAS airline flight bound for New Orleans, the radio

It said the hijackers — all apparently Honduran citizens - were met at the national air force base north of Panama City by govern-ment authorities. The broadcast did not say if the hijackers were

A witness at the airport said that four hijackers, including a woman, arrived with the plane. Nicaraguan officials had said there was another male leftist in the group holding the plane in Managua before it left for Panama. No information was immediately available on the fifth hijacker.

Authorities declined to comment on reports that the hijackers would be given political asylum in ma radio said.

The hijackers, negotiating with Panamanian officials, apparently

Panamanian as given pointed as justing information on where the hijackers were taken after they surrendered.

Washington **Backs Talks** On Namibia

Reagan to Pursue Carter's Initiative

Washington Post Service WASHINGTON - The Reagan administration, in a decision of major significance in its policy on southern Africa, has decided to pick up the threads of the Carter administration's program of inter-national negotiations to bring independence to South-West Africa

By Don Oberdorfer

(Namibia). The administration's decision implies a more conventional and moderate course in the region than many had expected. At the same time, the likely U.S. position in those negotiations, as projected by President Reagan in an interview Friday with The Washington Post, tion and is likely to be unpopular

The decision to continue U.S. efforts to reach an internationally negotiated settlement was conveyed to Ishaya Audu, the Nigerian foreign minister, by Secretary of State Alexander M. Haig Jr., according to sources in the adminis-tration. Mr. Haig met Mr. Andu, his first official visitor from Africa. at the State Department on Fri-

Mr. Haig's disclosure is believed to be among the factors contributing to the optimism about U.S. policies that Mr. Audu expressed after the meeting.

Recent Decisions

Mr. Audu was told that the administration had completed the initial phase of its review of U.S. policy on Africa. In this connection, several decisions have been made recently to reduce the apprehension of black African states:

• In a move related to the Namibian decision, the State Department persuaded Jonas Savimbi, the Angolan guerrilla leader, to postpone a trip to the United States for the second time in a month. Mr. Savimbi was to have arrived in New York on Sunday for a visit that would have increased speculation about a renewal of U.S. aid to the rebels fighting the Cuban-supported Angolan

• Vice President Bush has been named to lead a U.S. delegation to an international conference April 9 and 10 on the "urgent and growing

(Continued on Page 5, Col. 1)



Lech Walesa, of the Polish independent trade union, Solidarity. and his secretary prayed Sunday in a small church in Warsaw.

Tass Claims Polish Union Resorts to 'Open Struggle'

By Anthony Austin New York Times Service

MOSCOW - The Soviet Union pressed its attacks against the Pol-ish trade union Solidarity on Sunday, accusing it of trying to intimi-date Polish security forces and wrest control from the govern-

The new charges, made in a report by Tass, reinforced the impression among Western diplo-mats in Moscow that the Soviet Union is seeking to discourage any major concessions to Solidarity in the tense negotiations in Warsaw. Tass reported that, in prepara-

tion for a general strike Tuesday.

Solidarity was engaging in activi-

ties that had no place in a Socialist Roadblocks, Seizures

"The local organizations of Solidarity are doing their utmost to discredit the police and security organs and to intimidate their em-

plovees," Tass said. The news agency charged that subversive and extremist elements were drawing up lists of police and

security officials to be "isolated" during the strike, and that there

authorities — against the govern-ment and the Polish United Workers [Communist] Party," Tass de-

Tass also charged that KOR, the Polish dissident group allied with Solidarity, had so strengthened its position within the trade union that it is now "actually running Solidarity." The Soviet Union has accused KOR, which stands for Social Self-Defense Committee, of

being in the pay of Western intelli-

government of Angola as a puppet

'dominated by the presence of Cu-

bans, surrogates for the Soviet Un-

ion." He said he sympathizes with

the anti-Marxist Angolan rebels,

but he complained that U.S. abili-

ty to aid the Angolan rebels is re-

stricted by the Clark amendment,

which the administration wants

and even try to seize post offices.

In Warsaw, Tass claimed, "anti-

Socialist forces" managed to seize

a television transmitting facility,

leged to have captured food stocks.

In Wroclaw, it said, Solidarity leaders "launched brazen attacks"

Throughout the country, Tass

said, instructions are being issued for seizing factories and mobilizing

public and private transport for

the duration of the strike.
"The nature of [these] instruc-

tions put out illegally by Solidar-

zation is resorting to open methods

of struggle against the lawful state

on the Polish Communist Party.

while in Bialystok they were al

Reagan Links Grain Ban to Soviet Pressure on Poland

He Asserts That Summit Would Have to Discuss Soviet 'Imperialism'

Reagan said.

and Lee Lescaze

WASHINGTON - Expressing a grim view of U.S. relations with Moscow, President Reagan said in an Oval Office interview that he will refuse to lift the grain embargo at this time and that any summit meeting with the Russians would have to include discussion of "the imperialism of the Soviet

During a 40-minute interview in which he reviewed his two months in office, the president said he entered office wanting to lift the grain embargo, as he repeatedly promised to do during the campaign. But, he said, "I do not see how we could lift it at this time without sending the wrong signal."

Mr. Reagan expressed himself on a number of crucial policy

• The president has serious

land-basing of the MX intercon-tinental missile because that rights, minority rights, Mr. scheme is "so elaborate, so costly, and I'm not sure that it is necessary or would be effective." He said he supports the idea of the MX missile, intended to protect the United States from Soviet missile attack, but the question of whether the MX should be seabased, land-based or kept in conventional missile silos is wide

provide U.S. food to aid the hardpressed Polish people, but such a decision would be contingent upon whether there is a Soviet invasion of Poland or internal suppression of the free trade union movement. • The administration's focus of

be to seek a peaceful solution of

the Namibian crisis. "We think it

begins with an election ... that

ust as we did in Zimbabwe should

follow the adoption of a constitu-

 Mr. Reagan would like to Congress to repeal. Mr. Reagan gave mixed sig-nals on how he will resolve one of the most important arguments in his administration: the question of whether to restrict Japanese auto imports. He described himself as a believer in free trade and an opponent of protectionism, but ob-U.S. policy in southern Africa will

> ken of observing "voluntary restraints" in their export policies. Mr. Reagan's apparent tilt away from protectionism, despite the

served that the Japanese had spo-

doubts about Pentagon plans for land-basing of the MX intercon-Japanese imports, may have reflected the advice he received last Wednesday at a meeting with • The president described the prominent economists.

Most of them, including Mr.

Reagan's favorite economist. Mil-

ton Friedman, warned him that any protectionist move by the United States would be likely to start a tariff war with the Japanese and Europe. The interview with Mr. Reagan conducted Friday afternoon, reflected his customary optimism as he discussed the range of problems facing his administration. But his

jects of Poland and U.S. relations with the Soviet Union. He said that "any imposition on the freedom of the people of Poland," whether by Soviet invasion or by internal repression, would have a serious impact on Washing-

mood turned somber on the sub-

ton's relations with Moscow. Mr. Reagan's message seemed to

be that the United States takes an equally dim view of repression of the Polish trade union movement. whether that comes from a crackdown by the Polish government or from a Soviet invasion.

Answering Poland's appeal for

food would be a lot easier. Mr.

played a major role in Mr.

Reagan's decision to keep the

grain embargo in place despite his

Reagan said, if the Polish government does not "take some drastic militant step against their own Cool to Summit Call The Soviet threat to Poland has

campaign promises and a "senseof-the-Senate resolution calling upon him to lift it. The embargo, he said, is "something I would dearly love to be able to lift, but the very situation

we've been talking about, Poland, the entire international situation is such that I at this moment do not

(Continued on Page 3, Col. 1)



e of four plane hijackers in Panama City keep their faces covered as they leave a Honduran er, followed by Panama government official Ricardo Rodriguez, after arriving Saturday Managua and surrendering. All hostages aboard the New Orleans-bound plane were freed.

BASQUE PATROL -- Spanish soldiers on patrol at Echalar, near the French border, to prevent infiltration by Basque guerrillas — part of the armed forces' new role in the government's anti-terrorist campaign. Elsewhere in the region, a suspected Basque terrorist was killed, another wounded and a third arrested Sunday in a clash with national police in Vitoria.

Fingers Point at Warsaw for Violence in Bydgoszczns-

By John Darnton New York Times Service

WARSAW - The incident that sparked Poland's latest and deepest crisis has not been fully ex-

A large group of Solidarity and farmers union activists came to a meeting of the Voivode National Council, a local assembly, in Bydgoszcz on March 19. Some were invited, but not all. The meeting was adjourned before it reached the agenda item on which they wanted to speak. They rose, shouted "Traitors!" and refused to go. They were given several ultimatums, and finally, after a large crowd gathered outside, the police were called in.

They evicted the unionists, isolating three men, including a Soli-darity leader, Jan Rulewski, in a back corridor. At that point, men in street clothes — undoubtedly se-cret police — moved in to administer thrashings so brutal that the three had to be hospitalized.

Beatings of this sort are not unknown in Eastern Europe, or for that matter, in the back rooms of

did the brutality raise up such a storm of protest and bring Poland to its moment of truth, with the union plaining a general strike Tuesday at a time when economic deprivations have turned the country into a tinderbox and Warsaw Pact troops are engaged in pro-

NEWS ANALYSIS

longed military exercises inside

and outside its borders? One reason is that the incident was not isolated. There have been other attacks, although none so brazen, on individual unionists, mainly members of the farmers' organization Rural Solidarity. There have also been mysterious occurrences such as the circulation of anonymous leaflets calling for. the assassination of various offi-cials and the patrolling of neighborhoods by trucks whose public address systems warn residents, falsely, that their water will be turned off during the next strike.

Deliberate Campaign Seen

To Solidarity, all this connotes a deliberate campaign of misinforof thing that the Interior Ministry, which is deeply infiltrated by the Soviet KGB, has specialized in for

It is virtually inconceivable, given the country's tension, the leadership's policy of resolving disputes without force and the elaborate bureaucratic command structure, that the deputy governor in Bydgoszcz would make a decision to call in the police without checking first with someone in

The union has chosen a militant response not just to assuage the anger of its members, but also to rid the Communist apparatus once and for all of Solidarity's die-hard opponents. "We will smoke them out like rats," Lech Walesa, Solidarity's leader, promised workers during Friday's four-hour warning

The union is not alone in its assessment. Official and semiofficial organizations throughout Poland last week churned out statements calling for "common sense," but also for a "thorough explanation" of the Bydgoszcz affair — meaning the exposure of higher officials who may be involved.

In an open letter to party col-leagues called, "Which Way Will We Choose?" Stefan Bratkowski, head of the journalists union, said: "This is the last chance for those who would like to turn the party back from the road of agreement and lead our nation unavoidably to catastrophe. These are the people who don't want to come to

agreement even with the party rank and file, are afraid of them

and are attempting at all costs to delay the party congress." Rumor has it that an early draft of Mr. Bratkowski's letter contained the names of six high offi-cials whom he deemed obstructionist to the country's odnowa, or

But Solidarity's real opponents are more deeply embedded in the power structure, in the Warsaw party organization, in the security services, and in the middle ranks of the party apparatus, where party policy is put into practice.

The party's seeming vacillation in the past seven months — adopting a hard stand and then suddenly capitulating to union demands
is a reflection of its divisions rather than simple indecisiveness.

The divisions are accentuated ing crises. When the Soviet in of it sharpens its tirades against darity, as it did last week, the liners feel vindicated and liners feel vindicated and classer themselve II Class

Rifts in Union Ranks

On the union side, the cr. Alauri dinitals accentuated rifts in the N. As restiship, "If things continue like Unitcake a Mr. Walesa said at one poly to bluronsi week, "the authorities will for pros said themselves, and we will not let Union was themselves, and we will not let Union was also a company of the said of t On the union side, the cr. Klaid Knall

ecording then ; More and more, the near some cal Solidarity chapters from gleburger izable like Czestochowa, Bielskate of Eure put and Warsaw are responser the U.Sf. the More and more, the hear rank-and-file pressures a meeting Tas the bracing the now-or-never a cial Consulip." that the union should pressing a final confrontation vondon Fri

government.

So far, Mr. Walesa, like be pressive the been able to swing his organ talk versi toward moderation. Last I ID Days onor he averted a call for an indicator. toward moderation. Last TRRE onothe averted a call for an invRRE ward general strike by threateninsign. It is a stratagem that 4s soon as ame be allowed to work a secondear wear! th

India Campaigning to Dissuade WORLD NEWS BRIEFS U.S. on Arms Sales to Pakistan

By Stuart Auerbach Washington Post Service NEW DELHI - India is mount-

ing a major diplomatic campaign in an attempt to persuade the Reagan administration to abandon plans to sell arms to Islamabad to make Pakistan a front-line state against Soviet advances in the

In a series of meetings in New Delhi with Western ambassadors whose governments are believed to have influence on Washington, Prime Minister Indira Gandhi's government has argued that largescale U.S. weapons sales to Paki-stan would destabilize the region, force India into an arms race and drive it closer to its major arms

supplier, the Soviet Union.
The Indians maintain that arms sold to Pakistan as a counter to Soup being used against India.

Furthermore, Indian diplomats

WASHINGTON — The United

States is making "measured" prog-ress toward repairing its often-dis-

rupted relationship with Pakistan

and may soon resume a military

training program for the Pakistani armed forces, the State Depart-

The statement Friday by spokes-

man William Dyess, plus remarks

by Secretary of State Alexander M. Haig Jr. and a statement issued

curity relationship with Pakistan

had a high priority in the Reagan administration, which is placing major emphasis on building an in-formal alliance to counter Soviet

The administration is also considering increased aid to rebel

forces in Afghanistan. The key to

this is Pakistan, which shares a long border with Afghanistan and

thus has become a "front-line"

U.S. Ambassador Arthur W.

Hummel Jr. and Pakistani officials

in Islambad have completed a first

round of talks, the State Depart-ment said. "We believe they have

laid the foundation for a durable

bilateral relationship," said Mr.

Dyess, who also announced fur-

ther talks in Washington during an

impending visit by Pakistani For-

eign Minister Agha Shahi. Mr. Dyess said that, as the ini-

tial gesture of a renewed relation-ship, the Reagan administration is

considering resumption of military training for Pakistani armed

Such training was suspended when the United States cut off eco-

nomic and military aid to Pakistan

in April, 1979, under laws dealing

with nuclear weapons prolifera-tion, because of Pakistan's nuclear

program. Increased Pakistani military

purchases from the United States are also expected, Mr. Dyess said.

The Reagan administration re-cently asked Congress to amend anti-proliferation laws to make it

subsidized rates, and \$100 million

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ick breakthrough on a n

ment has announced.

can be expected.

state in the region.

formerly close defense links be-tween Washington and Islamabad would serve primarily to maintain President Mohammed Zia ul-Haq in power and once more place the United States in the position of supporting an unpopular military

Besides making those points to some of the United States' closest allies, Foreign Minister P.V. Nara-simha Rao has called in U.S. Charge d'Affaires Archer Blood to express India's strong objections to a heavy rearming of Pakistan.

India's ambassador to Washington, K.R. Narayanan, has been in-structed to press the point during his initial meeting with Secretary of State Alexander M. Haig Jr., scheduled for Tuesday, and a sen-ior Indian Foreign Ministry official, Eric Gonsalves, is planning to go to Washington in early April to buttress New Delhi's arguments.

then it's been a more reserved atti-tude." He said the Pakistanis are

"in a very difficult position," and

are under pressure on Afghanistan.

A Pakistani Foreign Ministry statement issued in Islamabad de-

nied "tendentious and misleading

cussions are taking place about

"certain proposals put forward by

tary sales," but that no agreement

ce of the discussions and the

U.S. budgetary cycle, it now seems likely that a major aid program for

Pakistan will not be submitted to

Congress until the fiscal 1983

budget, which will be announced

next January and take effect in October, 1982. Meanwhile, military

training and other small-scale aid

could be provided if Congress were

willing to change the nuclear weapons proliferation laws.

being submitted.

offer. The state

has been reached.

in Islamabad, all indicated that no reports" about a U.S. military aid

Repair of the Pakistani ties has the United States, including mili-

to protect its position in the no-naligned world and avoid being la-beled a tool of the United States. **U.S. Considers Resuming** One point of contention may be Pakistan Military Training

By Don Oberdorfer

Weshington Post Service

The figures but said no new budgetary proposal for Pakistan is now being submitted

the otler of President Reagan and Defense Secretary Caspar W. Weinberger to consider supplying arms to Afghan rebels, many of whose organizations have headquarter in the Pakistani border the offer of President Reagan and

ity of Peshawar.. Mr. Haig, while not providing details, said the initial Pakistani re-On Friday, Gen. Zia told British action to U.S. proposals was "quite favorable" but that "since

According to diplomatic sources, both New Delhi and Islamabad have been informed that Washing-

ton will not allow Indian objec-

tions to determine the amount of

arms it will sell Pakistan or the

dent Pakistan will contribute to

the overall security of the subcon-tinent," acting State Department spokesman William Dyess said

The aid package is expected to

total \$1 billion over two years, or more than twice the Carter admin-

istration's offer last year of \$400

million, which Gen. Zia rejected.

But Pakistan once more appears to be backing off from the U.S. of-fer. Foreign Minister Agha Shahi,

in a recent interview with The Washington Post, said Pakistan wants economic aid and the right

to buy U.S. arms at cut rates, but

no direct military assistance, so as

"In our view, a secure and confi-

terms of the sale.

Foreign Secretary Lord Carrington in Islamabad that Pakistan must be militarily strong before it can consider funneling arms to Afghan rebels, because of the strong likelibood of a sharp reaction from

Parliament Debates

In New Delhi, meanwhile, Par-liament has held three days of deaction of U.S. a to Pakistan, with politicians from all parties accusing the Reagan administration of returning to Cold

Editorial comment against the United States has also been sharp, The statement stressed the country's fealty to the policies and prin-ciples of the Islamic Conference and some Indians have coupled Washington's refusal to consider and the nonaligned movement, of which it is a member. The state-India's view on rearming Pakistan with the Reagan administration's proposed \$85-million slash in ment also said that Pakistan stands by the principle of "friendly coop-eration" with its neighbors. anned economic aid to India.

Nonetheless, the Gandhi gov-State Department sources said ernment's public response to plans the U.S.-Pakistani talks were charto arm Pakistan and cut aid to Inacterized by a positive tone that gave promise of forging an im-proved relationship after careful and thorough consideration. dia have been muted, especially when compared with reaction to the Carter administration's offer last year to supply weapons to Sources said that because of the

Some Western diplomats in New Delhi speculated that the Indians fear that an extremely nega-tive reaction would provoke the Reagan administration into a decidely anti-Indian posture.

Mrs. Gandhi was reportedly trying to steer a middle course between expressing India's total op-position to arming Pakistan while seeking better relations with Wash-

Iran Reports Murder Attempt on Clergyman

TEHRAN — A prominent supporter of Ayatollah Ruhollah Khomeini, Iran's revolutionary leader, has been shot and wounded in an assassination attempt in the central province of Fars, official reports said

Two young men on a motorcycle fired at Ayatollah Rabbani Shirazi, Ayatollah Khomeini's personal representative in the province, as he sat in his car in Shiraz, the reports said. He was hit in the neck, but the ound was described as minor. The newspaper Etela'at said that responsibility for the attack had been

claimed by Forghan, an underground group involved in previous shootings of prominent Shiite Moslem clergymen. President Abolhassan Bani-Sadr called the attack "a clarion call of danger, a warning to society about the spread of terrorism."

Accused Spy in Iran Claims Forgery by CLA

TEHRAN — Abbas Amir Enteram, a former deputy premier accused of espionage, testified Sunday that the CIA had forged the documents on which the Iranian charges were based.

"They have been prepared by the agents of the most criminal government of the world and cannot be used in an Islamic court against a Moslem," Mr. Entezam said of the documents, found at the U.S. Embassy in Iran after it was seized by militants in November, 1979. "It is possible that these corrupt [CIA] agents have forged documents to be

used in shattering the national unity of Iran."

The trial, before an Islamic revolutionary tribunal at Evin Prison in Tehran, was later adjourned until next Saturday. Mr. Entezam, 47, who served in early 1979 as deputy premier in the interim government of Mehdi Bazargan, was arrested in December of that year.

Viola Sworn In as 38th President of Argentina

BUENOS AIRES - Gen. Roberto Viola was sworn in Sunday as Argentina's 38th president. He had been named to the position in October by the ruling military junta.

Gen. Viola, considered a moderate by his fellow military officers, succeeded Gen. Jorge Rafael Videla, who held the position since the armed forces overthrew Isabel Peron on March 24, 1976. Gen. Viola, 56, has promised to bring the country closer to democracy but ruled out elections during his three-year term. His 13-man Cabinet, however, is the first since the 1976 coup to be dominated by civilians.

Zimbabwe Cuts Guerrillas' Pay After Clashes

SALISBURY - Prime Minister Robert Mugabe has cut in half the pay of several thousand Zimbabwean guerrillas involved in factional fighting last month, it was confirmed Sunday. There was no immediate

no trouble. The clashes at four guerrilla camps left at least 200 persons dead. The pay deductions will be used to help cover the costs, estimated at \$16 million, of repairing or rebuilding hundreds of homes destroyed and damaged by guerrillas near Bulawayo, a government spokesman said.

The battles were fought between guerrillas loyal to Prime Minister Robert Mugabe and those of his junior coalition government partner, Joshua Nkomo. Since then, all but one large camp of guerrillas loyal to Mr. Nkomo have been disarmed, and those guerrillas will be disarmed soon, a government spokesman said. The guerrillas are awaiting integration into the national army.

Mountbatten Named in 1968 U.K. Coup Plot

From Agency Dispose LONDON - The Sunday Times reported that the late Earl Mountbatten was involved in a 1968 military plot to overthrow the government of Harold Wilson. The newspaper said Lady Falklender, Mr. Wilson's political secretary, named the earl as a prime mover in the affair, assisted by "elements" in the army and the City of London.

Lord Mountbatten, who was killed by the Irish Republican Army in 1979, was related to both Queen Elizabeth and her husband Prince Philip. Sir Martin Furnival Jones, former chief of the MI5 intelligence branch, said one military figure involved in the plot was a major general but that the group was "a pretty loony crew." No one was charged or

Mr. Wilson said Sunday night that there was in fact a plot to take over the government when he was prime minister but he strongly denied that Lord Mountbatten was behind it. He described the Sunday Times story as an unwarranted slur on the earl's memory.

U.S. Arms for Afghan Rebels: Difficult Choices Seen fighting since the Russsians intervened in late December, 1979. The lish a united front have failed so

By Drew Middleton New York Times Service

NEW YORK - President Reagan's hint that the United States might begin to supply arms to the Afghan rebels raises two basic questions: How would the arms be delivered, and to whom?

possible to aid Pakistan despite its The arms, if the rebels could obcontinuing nuclear weapons drive, tain them, would help them on grounds of U.S. national interagainst the expansion and rearma-Sucn a legislative change ment of the Soviet helicopter forwould take many months to enact mations. But even if Pakistan, the unless the administration made a obvious base for an arms delivery program, was willing to allow weapons to pass its frontiers — The administration reportedly has drawn up a tentative plan to which could invite Soviet retaliaprovide \$500 million in assistance tion - the difficulties would be seto Pakistan - about \$400 million in military sales loans, some at

In the last four months the Soviet forces have "seeded" the mounin economic support.

Mr. Dyess would not confirm stan with small anti-personnel mines camouflaged to be indistinguishable from lumps of earth or small rocks.

All the main roads into Afghanistan are guarded by roadblocks, and the entire frontier area is swept daily by fighter bombers and helicopter gunships.

Ten Guerrilla Groups

Who would receive the arms? Ten guerrilla groups are operating throughout Afghanistan. Some are nationalists, others are ethnic and regional. A third group is com-posed of small fundamentalist Moslem parties. Efforts to estab-

far, and analysts have reported frequent clashes between members of

various insurgent groups.

The analysts believe that the Soviet high command feels it must maintain the present level of 85,000 troops in the country. An

NEWS ANALYSIS

analyst with long experience in Af-ghanistan said that despite the fact that nowhere is there any major fighting and despite the insurgents lack of arms, the rebels were "doing enough to keep the Russians in a perpetual state of alert."

Fighting Ebbs, Flares

The Afghan insurgency, as seen by Western analysts, follows the classic pattern of guerrilla conflicts: raids on outposts, sentries and roadblocks; harassment of supply columns, and death for Afghans who collaborate with the Russians.

The fighting ebbs in one region only to flare in another. In January and February it intensified in the northern and central provinces of Fariab, Samangan, Bamian, Parwan and Kapisa and, unexpectedly for the Russians, in Helmand and Farah in the southwest.

Kunar province, northeast of Kabul, the Afghan capital, bas been the scene of intermittent

fighting there in the first 10 weeks of this year was heavy by present tire squads is still common.

Almost continuous fighting has been reported in Charikar and Jabal-us-Siraj, north of Kabul. Villagers in the region have been warned to stop giving shelter to in-surgents or risk the destruction of their villages by air attack. The road from Kandahar to Ka-

standards in Afghanist

bul was controlled by the insurgents for a time. They reportedly held a large part of Fariab prov-ince and a valley south of Mazar-i-Sharif until the Russians diverted helicopter and infantry forces to the area to drive the insurgents into the hills.

Kabul, though the site of Soviet headquarters in Afghanistan, is not free of incidents, despite a curfew, frequent patrols by government forces and security checks on all vehicles. In some cases insurgents have broken into and looted shops owned by Hindu and Sikh merchants in the Jadi Nadir Pushtım market area.

Entire Squads Defect

The government of President Babrak Karmal has been unsuccessful in its intensive efforts to recruit for the Afghan Army, which is now less than half its pre-intervention strength of 80,000. The government has also failed to halt desertion. Many of the insurgents'

officers are defectors from the regular army, and, despite Soviet watchfulness, the defection of en-

Analysts caution against equating the rebels' situation in Afghanistan now with that of the Commu nist insurgents in Vietnam a dec-ade ago. They emphasize that the Afghan insurgents are not united politically, that there is no central military command or general staff and that, most important, there is virtually no movement of modern weapons into the country from a foreign source. All these conditions existed in Vietnam, the analysts point out.

The insurgents still lack two types of weapons that would enable them to cope with Soviet helicopters and armored vehicles: antitank and antisircraft guided mis-

The Russians, meanwhile, are engaged in a major effort to ex-pand their influence on Afghanistan's economy and society. Three technical schools staffed

by Russian instructors have been Monday. established. Technical training and driving education have been of-fered to 850 Afghan youths. The Soviet Union has agreed to pro-vide experts on agriculture, health, transportation, scientific development and cultural affairs. A five year agreement on the exchange of goods between the two countries is under negotiation

Pope Again Appeals for Peace in Polation of n² the deployment of the deployment of



John Paul II

tlement of the Polish crisis and has indirectly warned other nations against interfering in Poland's af-

The pontiff was speaking from the window of his private study to thousands of pilgrims in St. Peter's Square for the traditional Sunday blessing. Stressing that Poles had the right to resolve their internal difficulties by themselves, the pontiff said: "They want to do so and they are capable of doing so."

The pope also recalled the final act of the Helsinki Conference on European Cooperation and Securience. The act obliged the "partici-

The pope did not menu the allicountry in connection wiscuon m he land, but Vatican sources s⁹9, shorisad remark appeared to hawton of Ar mainly directed at the Soud to wid

mainly directed at the Sovid to wid ion and Poland's Warsaw id to as y no lies.

In a letter to Polish Primaid Sov y 3 dinal Stefan Wyszynski Salissiles ation the pope said that Poles was the dibeliat work and not to strike. If of 5 tills that reach me from various Perr primof Poland show that vast make mor and the working people are conjusted to of the need to devote them Soviets of the need to devote them Soviets fully to their work in order to days a letter to the country's economic days a come the country's economicsue daysu culties," the pope wrote.

CIA Draft Report Is Said to Be Doubt About Soviet Links to World Terroris, but in

By Judith Miller New York Times Service

WASHINGTON — A draft re-port produced by the Central In-telligence Agency has concinded that there is not enough evidence to support administration charges that the Soviet Union is directly helping to foment international terrorism, according to congressional and administration sources.

They said Saturday that William I. Casey, director of the CIA, had asked his analysts to review their conclusions, considering the substantial opposition to the report

from other agencies. The draft estimate, produced by the CIA's national foreign assess-ments center, has stirred debate within administration foreign policy circles, as Moscow has been publicly accused by foreign affairs spokesmen of training equipping and financing international terror-

ist groups. The review of the draft estimate has again raised questions about the relationship between intelli-gence officials and policy-makers. Some officials of the CIA fear it is coming under pressure to tailor its analyses to fit the administration's

Carter Period Recalled

Similar charges were made during the Carter administration and resulted in frequently bitter exchanges between policy-makers and the intelligence community.

Bruce C. Clark, who heads the CIA's assessments unit, is retiring from the agency in April, in what officials said was a personal decision unrelated to the terrorism issue. One official said a successor had not been named, but another indicated that Mr. Clark's successor would be the current director of the agency's operations unit, John McMahon.

The intelligence estimate on terrorism was begun soon after the Reagan administration took office, officials said. Secretary of State Alexander M. Haig Jr. asserted on Jan. 28 in his first news conference that the Soviet Union, as part of a "conscious policy," was "training, funding and equipping" interna-

tional terrorists. Security Adviser's View

The administration has subsequently said that combating inter-national terrorism is one of its key foreign policy objectives.

In addition, Richard V. Allen, President Reagan's national security adviser, said in a recent interview with ABC News that "ample

Estonian Exile Says **Dissident Has Died** Reuters

STOCKHOLM - An Estonian dissident, sentenced earlier this year to two years' hard labor, has died in a Soviet labor camp, according to a leading Estonian exile. He said Saturday that the wife of Juri Kukk had received a telegram from the Soviet security police saying he would be buried

The exile leader, Ants Kippar, chairman of the Stockholm-based Center for Estonian Prisoners of Conscience in the Soviet Union, said friends in Estonia had told him by telephone of the telegram. He said it did not disclose how or when Mr. Knkk. 40. a chemistry professor, had died.

Some officials described didmining evidence" had been accumulated pute as "definitional," that i^{Of} grain agency officials found it diale. R to demonstrate the Soviet Union's involvement in international terto agree on a common when to definition of what constituted the State of the State mr. Allen also said Moscow was

probably supporting the Palestine Liberation Organization — which terrorist group. he S: Il Soon after the draft docan i was circulated and began geAL7_ he said must be regarded as a terrorist organization - through fiing comment, Mr. Casey asl review the report. After re th. 5 nancial assistance and support of its main aims. He also declared the estimate he asked that it en that Israeli air raids into southern Lebanon should be generally recognized as "hot pursuit of a sort and therefore justified." Officials said that the draft esti-

"That's really the way thask aces is supposed to work," alast acid said. The estimate is ical apposed to reflect the views of a pagencies and it's not unusually according to the controlled and reco it would be restudied and rew after the agencies have com-

But other administrationals congressional officials voiceber cern that the agency was probeing asked to tailor its views the administration policy. The Csi said. "There would not havee, a review if the estimate's ce sions had totally supported t

Giscard Outlines Cruise Missile **Economic Plan**

PARIS - President Valery Giscard d'Estaing said in an interview that he would expand France's nuclear energy program and give pri-vate business strong incentives to help the country through its eco-nomic difficulties.

The interview was carried Friday in the magazine L'Express as Mr. Giscard d'Estaing and other politicians prepared for first-round elections next month. Most public opinion polls show Mr. Giscard d'Estaing even with Socialist can-didate Francois Mitterrand.

Mr. Giscard d'Estaing said France's inflation rate of nearly 14 percent and 1.6 million unemployed will not "vanish as long as the international [economic] crisis remains unsolved," but the coun-try could cope better than most through its nuclear development program and new business incentives. It was Mr. Giscard d'Estaing's first outline in the campaign of his economic plan.

Passes a Test

mate contained some factual evi-

dence to support charges that Moscow was directly aiding terror-

ist groups, but that in many in-stances the evidence of such in-

volvement was either murky or

partment, the National Security Council, the Defense Intelligence

Agency and the National Security

Agency, stirred angry debate and

The estimate, which was circu-

United Press Inter-WASHINGTON — The for the first time, has success launched a Cruise missile fr submerged submarine to hit a target.

A Navy spokesman said the

mahawk missile was fired Sati from the submarine Guitar the Point Mugu, Calif., see range. After the missile surf its turbofan engine took over propelled it overland to a t 300 miles away at Nellis Air l Base, Nev. Once inside the Nellis range

spokesman said, the missile several programmed routes, ing simulated attack passes ground target, before it was cred to the ground by parac. The Tomahawk was guided by a radar system that determ its position by following the fours of the surface, and a sy-first used last month that pares computerized views of target with similar photogr stored in the missile's com memory.

First Planned Soviet Time Shift In 51 Years Is Puzzling to Some

MOSCOW - The Soviet Union is to switch to daylight saving time Tuesday for the first time in 51 years, an event that is causin, confusion and misunderstanding for some people who have neve dealt with time change.

"Most people you talk to understand what is happening and won't have any problems," said Vladimir Ilyin, a Soviet Bureau o. Standards expert who is helping to oversee the change. But people Standards expert who is neighing to oversee the change. But people without experience ask questions. They think, 'I won't be able to go to sleep, I won't be able to get up,' "he said in an interview, "At first, people were thinking they would have to go to work earlier, but public transport would stay on the same schedule."

Clocks are to be set ahead one hour at midnight Tuesday in all 11 Soviet time zones, and the Bureau of Standards has been advising on the change through television publicity programs, including man-on-the-street interviews in which citizens confidently declare they understand the system. One announcement warned: "This is not an April Fool's joke," and Radio Moscow assured listeners

that "the length of the morning will be the same." The Ministry of Health magazine "Health," with a wide nation ! al readership, acknowledged that "many parents are worned that; their children will take the time change badly," and while it assured them that the change is safe it urged people to prepare

physically by gradually going to bed earlier.

Experts say the time change should conserve two billion kilowatt-hours of electricity a year. The switch will put Moscow four hours ahead of Greenwich Mean Time until clocks are set back Oct. 1. instead of the three-hour difference maintained since 1930.

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lames of Revolution Are Seen Spreading Into Once-Peaceful Honduras, Costa Rica

By Christopher Dickey

Washington Post Service

O CITY — As the raging fires of rev-we spread through Nicaragua, El Sal-l Guatemala in the past rwo years, mounted that all of Central Ameribe engulfed. Until recently the fears ing more than that.

re have been hints of trouble in Hon-I Costa Rica for several months, and a Honduran airliner was hijacked to a by leftist guerrillas. In Costa Rica, a ned three U.S. Marines. terrorist tactics has exupted now in

ntries, and although it is not on a 1 close to the warfare of El Salvador nala, it has shocked Hondurans, who to the most placid military dictatore region, and horrified Costa Ricans,

who are proud of having the most stable de-mocracy in Latin America.

The violence seems to be coming from groups with various ideologies. It springs part-

ly from serious internal economic and political problems in each country, but it is also closely related to the atmosphere of fear that grips the entire region.

The immediate repercussions are felt most strongly in Honduras.

"What you're seeing is the emergence of a pattern," said one well-informed Western source. "The feeling now is that people are polarizing. The pot was already seething, now it

There are numbers of violent factions on both left and right in Honduras; their exact

said Manuel Gamero, a liberal newspaper editor. "The problem of El Salvador is affecting us, and that is in addition to our own problems of misery and poverty. ... For some time we've noted the organization of anti-Communist bands threatening principally moderate ZTOUDS."

A year ago political violence was virtually unheard of in Honduras. Under pressure from the Carter administration, the Hondurans elected a constituent assembly, and national elections are tentatively scheduled for the end of November.

At the same time, however, the United States moved to beef up the Honduran military with \$3.5 million in military assistance, at least 10 Bell Huey helicopters on a no-cost lease program, dozens of U.S. military trainers than \$60 million in economic aid.

The official rationale for the program was to

help the Honduran military guard the country's borders and keep the Salvadoran conflict from spilling over. Opponents of the Salvadoran government have charged, however, that the United States intends to use Honduras as a

surrogate military force for possible interven-tion against Salvadoran guerrillas. Until the last six months, domestic terrorist incidents in Honduras tended to be fairly insignificant. But in the last six months there have been several shooting and bombing attacks, mostly attributed to leftist opposition

groups.
In mid-January a large arms cache destined for Salvadoran guerrillas was uncovered in the Honduran town of Comayagua, west of the capital, and several arrests were made.

For its part, Costa Rica has maintained peace and democracy for more than 30 years, but there, too, extremism has begun to flourish amid serious political and economic crises.

هكذا من الأصل

With its oil bill rising astronomically, the price of coffee down and the cost of its extensive social services becoming burdensome, the government of President Rodrigo Carazo was already under severe political attack.

Much of the Costa Rican violence appears to come from the extreme right, which is led by a well-funded paramilitary group known as Movement for a Free Costa Rica. But there are leftist guns as well.

Radio Noticias del Continente, a powerful leftist shortwave radio station outside San Jose was attacked at least four times by rightist gunmen in the last year. On at least one occafire. The station was subsequently raided by the government and when automatic weapons and grenades were found it was closed.

A courtesy visit by two U.S. Navy ships scheduled for earlier this month became a maor political issue. The visit never took place, but in what U.S. officials say might be a relat-ed incident a van with three U.S. Marine em-bassy guards in it was hit by a homemade bomb Jan. 17 in San Jose.

One U.S. analyst familiar with both Hondu ras and Costa Rica said he believed the timing of all these actions is largely coincidental. But, he added, "you can't discount either the possibility of Cuban connections or the romantic identification with revolution - the

S. Effort Appears Reassure Chinese

y James P. Sterba

er York Times Service iG - The United States, erted diplomatic infusive st two weeks, appears to sured China's leaders that its ties with Peking to d that it will not rashly te a confrontation over

> r President Gerald R. China last week as an enresident Reagan, said Fri-after extended talks with leaders he was "absolutely id" and "absolutely confiat differences between Pe-l Washington would be res relations were "expanded

and breadth." se officials said that Mr. alks last Monday with the nist Party leader Deng Xiand Premier Zhao Ziyang.
Reagan's meeting at the louse last week with Chai the Chinese ambassador, te a long way toward crasmehensions that began to late in Peking last fail. It nen that Mr. Reagan d as a presidential candi-upgrade unofficial rela-ith Taiwan in what seemed

flouting of the 1979 U.S.ormalization agreements. while, David S. Tappan airman of the National for U.S.-China Trade, on Friday an "explosive in business after Peking upleted an economic readit program in three to five

ade Council Optimistic

the last six months there's kind of marking-time peri-both sides," said Mr. Tapho is also vice chairman of uor Corp. "We think it is) shift gears and get on with i we're encouraged by the re-e on both sides for that." er a week of meetings with se trade officials, the trade

Continued from Page 1)

think it's far too early for

he said. "I haven't said no,

st said that's down the road

er in the interview Mr.

n said he has received no in-

on, other than Soviet Presi-

Leonid I. Brezhnev's nine-

nvitation to a summit meet-

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Reagan's questioning of the

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g a wrong signal."

growth in the development of

trade between our two countries."

Deputy Premier Bo Yibo expressed similar optimism Thursday after meeting with directors of the trade council. "China will grow into a fairly big market in the world in a few years," the Chinese news agency quoted him as saying.

At a breakfast meeting with members of the American Club

here Friday morning, Mr. Ford de-clined to discuss details of his meetings with Chinese officials, but said that the key issue of further arms sales to Taiwan had come up and that potential arms sales to Peking were also dis-cussed. He said only that with wisdom and prudence" Washington and Peking could deal with these issues without upsetting their long-term relationship.

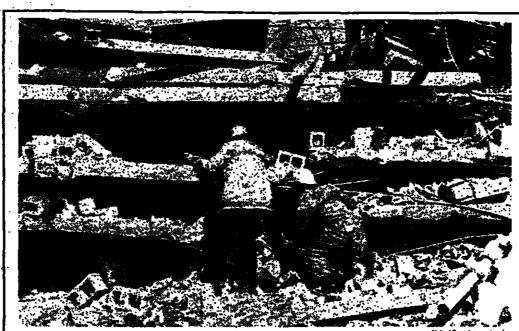
A Cruise on the Yangtse

Asked whether a hiatus in Chinese-American relations had been ended in recent days, Mr. Ford said: "I hope so, if there ever was one. I don't know how serious it was if such a difference did exist."

Perhaps to underscore official warmth, the two senior Chinese Foreign Ministry officials responsible for relations with the United States, along with J. Stapleton Roy, the U.S. Embassy charge d'affaires and chief China specialist in Peking, accompanied Mr. Ford on a two-day riverboat cruise down the Yangtze River last week.

Mr. Ford hinted vagnely on Friday that an exchange of official visits between President Reagan and Chinese officials might be in the offing. Asked if he had carried an invitation from the president to Chinese officials, he said, "I did." Then he added the word "not."

"Let me put it this way," he said. "I don't think I should reveal any of the communications that I had from President Reagan to the Chinese leadership. I'll sav this: I do hope that in the next year or more we can have an exchange by il's board of directors were the Chinese leadership to the Unity optimistic" about the prosMr. Tappan said, adding: "I to China. I think such an exchange
say that the long-term outof visits would be highly benefi-



BUILDING COLLAPSES - Rescuers urge a trapped construction worker to keep talking from the wreckage of a condominium that collapsed while under construction in Cocoa Beach, Fla. At least 10 persons died when the top four floors of the five-story building fell like "a layer cake," witnesses said. It was feared Saturday that six workers were still trapped.

Reagan Favors a Delay on 'Social Issues' To Concentrate on Economic Programs

By Lee Lescaze and Lou Cannon

Wathington Post Service WASHINGTON - President Reagan agrees with the Senate majority leader, Howard Baker, that Congress should defer action until next year on controversial "social issues" such as abortion and school prayers so that those battles do not complicate passage of his

economic recovery program. The president's position, dis-cussed in an interview, is likely to upset some of his conservative supporters who became upset last week when Sen. Raker announced that Senate Republicans had agreed to postpone action on the so-called social issues. Several leading conservative senators

asked about Sen. Baker's strategy

"It's not only that," he said.

as in the SALT talks to have verifi-

ability so you can create a great,

elborate, costly system in which you can hide the missile except that the enemy has to know the

missile is there. And it doesn't

The president was asked if his

"I think there are any number of

[options] ranging all the way from

silos such as we presently have,

Mr. Reagan replied. "Silo, sea-based, they're all being looked at."

draft and registration, the presi-dent said that removal of draft reg-

voluntary military more effective

On the question of a military

reply means that sea-basing of the

make much sense to me.'

MX is under consideration.

for postponement, he replied: This doesn't mean that we've drawn back from our position on many of these social goals. It just means that these are things that we think must wait while we dispose of this problem, and once we get that out of the way and get economic recovery under way, then

we can discuss priorities with these

other measures

The president offered a generally sunny review of his political prospects after two months in office. He said he was pleased with the fast pace of his economic reforms and what he called widespread public support. He dismissed the considerable public opposition to his efforts concerning El Salvador as "confused" and even su ical critics were under the influence of a "well-orchestrated"

Communist propaganda campaign by Cuba and the Soviet Union. Pretty Concerted Thing

Is there any danger, Mr. Reagan was asked, that opposition to U.S. involvement in El Salvador may spill over and weaken public sup-

port for his economic program?
"No, I don't think so," the president replied. "But I do think that we have to recognize that the campaign against what we're doing, the helping of El Salvador, is a pretty concerted and well-orchestrated thing, propaganda that I think has confused a great many people and many well-meaning

Asked to explain further, he said the same slogans and placards against U.S. involvement in El Salvador had turned up among pro-testers in Europe, Canada and the United States.

"Well, it's even been worldwide," he said, "and you find the same slogans being used in demonstrations in European countries about the United States in El Salvador. You find it here. There were some of those demonstrators in Canada on our recent trip. The placards were the same. The slogans were the same there."

Dispute Over Haig

Since it is established, he said, that the Russians and Cubans are supporting the guerrilla fighters in El Salvador, "you have to assume that they must also have a hand then in the propaganda."

While he is generally proud of the opening weeks of his administration, the president criticized himself for having accused the press of blowing up the controversy between Secretary of State Al-

House over control of government actions in times of crisis. At the height of the Haig crisis last week amid reports that the secretary of state was thinking of resigning, the president told reporters that he thought "maybe some of you were trying to make the

news instead of reporting it."
"I shouldn't have said that," Mr. Reagan said with a laugh during the interview. "I thought I was throwing off a funny the way the question was asked, and it didn't turn out that way and I probably shouldn't have said it."

Praises Economic Program

He was asked if Mr. Haig was aboard to stay after the dispute in which he unsuccessfully challenged the decision to give crisis-control management to Vice President Bush. The president replied: "Certainly as far as I'm concerned. And I think as far as he's concerned,

His main accomplishment, the president said, has been the economic program, which he called "the greatest attempt of savings in the history of the nation."

He appeared equally confident that his problems with blacks could be overcome if they better understood his programs. He said that black people "have jumped to false conclusions" and had the incorrect impression that they were going to suffer more than others from his budget cuts.

"And I just think that they have been misinformed and in some instances by their own leaders," he

"They actually, because they do have a higher rate of unemployment than the majority, have a higher proportion of the people in the lower-income groups," Mr. Reagan said. "They're going to be the first to benefit with the elimination of inflation, with the creation of jobs and productivity, reducing of unemployment."

Soviet Car in Athens Is Damaged by Bomb

The Associated Press
ATHENS — A terrorist organization planted four homer bombs under cars belonging to the Soviet trade mission in Athens, po-

One of the bombs exploded early Saturday causing damage, but no casualties. Three others were defused, police said. The attack was claimed by a rightist group called "Autonomous Resistance" in a telephone call to an Athens

Washington Post Service
WASHINGTON — Outnumbered, outfoxed and outraged, Senate Democrats were "I think it's a sad day indeed

maneuvered by a sweetly smiling Sen. Jesse Helms into accepting a \$200-million cut in foreign aid in order to rescue \$200 million for The Democrats, who have had more than a little trouble coordi-As Sen. Kennedy pounded, Sen. nating their budget approach, were finally geared up Friday for a counteroffensive against President Reagan's proposed \$1.6-billion_cut

in nutrition programs when Sen. Helms, the liberals' nemesis, beat them to the punch. Gaining the floor at the start of the second day of Senate debate on the budget cuts, the North Carolina Republican proposed that \$200 million be switched from foreign aid to school hunches and other children's feeding programs, which Democrats have made one

By Helen Dewar

child nutrition programs.

aganda war over budget cuts. Rancorous Outburst

"All I'm trying to do is take some money from foreign aid and give it to the schoolchildren of America," said Sen. Helms, adding that he also intended, as chairman of the Senate Agriculture Committee, to transfer \$100 million from the Food for Peace program to child nutrition, for a total restoration of \$300 million for nutrition

With that, Sen. Helms triggered the loudest most rancorous and emotional outburst the Senate has seen since the Republicans took control earlier this year for the first time in a quarter century. The problem was that the Democrats wanted to add money for child nutrition but not at the expense of foreign aid — and did not have the votes to prevent it once the Repub-

licans gained the upper hand.
It is "hogwash," exclaimed Sen. Edward M. Kennedy, Democrat of

crust of bread from starving children" in foreign countries to feed its own schoolchildren.

Senate Democrats Are Enraged

By Helms in Aid vs. Food Vote

United States has to "take away a

when we pit the poorest starving children of the world ... against American children" and respond with "a pious answer that we're going to do something about the budget," added Sen. Kennedy, pounding his desk with his fists.

U.S. Will Review Health Rules for Textile Industry The Associated Press
WASHINGTON — The Reagan

administration has announced that it will review the financial impact of cotton dust standards on the textile industry and acknowledged that other occupational health of their leading causes in the propguidelines may also face review. Thorne G. Auchter, an assistant

secretary of labor and head of the Occupational Safety and Health Administration, said Friday that the Supreme Court was being asked to delay a ruling on a case challenging the standards, issued in 1978 by the Carter administra-

Mr. Auchter said that while the study would focus on the cotton dust standards, it might affect whether other occupational health rules would also be reviewed. He said the administration's aim was "to make sure we choose the regulatory alternative that offers society the greatest net benefit."

The cotton dust standards were designed to protect textile workers from a respiratory condition known as "brown lung." Industry groups have asserted that the cost implementing the new standards which are not to take full effect until 1984, will drive many small textile companies out of

Helms, clearly enjoying himself, pounded back in a kind of tomtom response from his own desk across the chamber.

Sen. Kennedy succeeded in winning separate votes on the foreign aid cut and the school lunch add on - but lost in the actual votes on both.

The extra school lunch money was approved, 87-9, with seven Republicans joining Sers. William Proxmire, a Wisconsin Democrat, and Harry F. Byrd Jr., Virginia independent, in voting no. The foreign aid cut was approved, 70-26, with most Democrats voting for the cut. Most Republicans supported the foreign aid reduction, which came on top of a cut of roughly \$1 billion that Mr. Reagan proposed and the Senate Budget

Committee approved.
The Democrats regrouped and came back later in the day with a proposal from Sen. Jim Sasser, a fennessee Democrat, to add another \$200 million to nutrition programs. It failed by a predicta-ble party-line vote of 35-54.

Programs for Veterans

In between the two nutrition votes, the Democrats made another stab at trying to restore some of the cuts Mr. Reagan proposed in health programs for veterans, this time by shifting \$104 million from foreign aid to veterans programs. They lost on this one, 100, 44-48, just as they did Thursday in two

previous efforts. Ironically, it was the Democrats' plan to trade off foreign aid for veterans that prompted the Republicans to try a pre-emptive strike

for the nutrition programs. The Democrais made no effort to hide their pain, and Sen. Helms gently rubbed salt in the wounds. He quoted Churchill as saying, There's nothing more satisfying than to be shot at and missed."

Sen. Donald W. Riegle Jr., a

Michigan Democrat, retorted, "I really feel you have been shooting at the schoolchildren of America

Reagan's 'Cabinet' of Wealthy Advisers **Disbanded After Fund-Raising Dispute**

finance a lobbying campaign for

By Jack Nelson

Los Angeles Times Service WASHINGTON — President Reagan's "kitchen cabinet" of wealthy advisers, which gave him his start in politics and has played a crucial role in shaping his administration, has disbanded after a

controversy over fund raising. Justin Dart, a Los Angeles industrialist who was a founder of the group, said in an interview: The kitchen cabinet has served its useful purpose, and unless the president calls on some one of us the cabinet is finished. It hasn't

any reason to survive." But another member of the group, Sen. Paul Laxalt, Republi-can of Nevada, said it would be a tragic mistake for the group to disband because its members had been of tremendous value to Mr. Reagan, especially on Cabinet, sub-Cabinet and ambassadorial appointments.

Despite Mr. Dart's statement that the group had disbanded, Sen. Laxalt said "it should continue to do things for the president on an ad-hoc basis — it will not go away, nor should it."

How the Dispute Began

The kitchen cabinet became a subject of controversy following two White House initiatives restricting its activities. One was a legal opinion evicting the's members from offices in the Executive Office Building. The other was a movement for the disbanding of the Coalition for a New Beginning,

Neither Mr. Dart nor Mr. Tuttle has expressed interest in joining the administration, but several others members have been appointed to official positions.

Some of the Appointees

Besides Mr. Wick, who has been nominated as director of the International Communications Agency, they include William Franch Smith, who was Mr. Reagan's personal lawver and now is attorney general; William A. Wilson, a rancher and investor, as ambassador to the Vatican; and Theodore E. Cummings, a former grocery

Mr. Wick, declaring he had helped raise \$15 million for Mr.

which had raised \$800,000 to have scrupulously avoided even the appearance of any im-

the Reagan economic program. Mr. Dart, furious over reports that some corporations had complained to the White House that they were pressured to contribute to the lobbying campaign, said: "If you can find one corporation that says that I strong-armed them in any way. I'll give you \$1,000. In other words it's just a dirty, lousy lie — 100 percent."

Another member of the group, Charles Z. Wick, a Los Angeles investor, also protested what he called "totally untrue" articles in the press that the White House had received complaints he had pressured a corporation into con-

tributing to the campaign. Situation 'Out of Hand'

Nevertheless some White House sources insisted that complaints of pressure had been registered in connection with the fund raising. And Sen. Laxalt said "there was some feeling" in the White House, "justified or not, that there had been too much pressure brought to bear." He said the White House felt the situation had got "out of

The kitchen cabinet consists of about 20 advisers, although it is such an informal group that there is disagreement on exactly how many of Mr. Reagan's friends actually qualify as members. "Damn fewer than is generally advertised," said Mr. Dart, when asked about

Mr. Dart, 73, and Holmes Tuttle, 75, a Los Angeles automobile dealer, are among the original members who rallied behind Mr. Reagan and endorsed him when he ran successfully for governor of California in 1966. They have been in the inner circle of the group ever since and have played leading roles in Mr. Reagan's politial life.

magnate, ambassador to Austria.

He said he was "meticulous in severing any relationship" with the Coalition for a New Beginning after the president named him to the communications agency post.

Mr. Wick said that Mr. Dart had sought contributions for as much as \$50,000 from some corporations for the lobbying campaign, and that "there's nothing wrong in our society for someone to do that and it would be totally contradictory to Justin Dart's character for him to pressure any corporation."

For his part, Mr. Dart defended Mr. Wick against the fund-raising allegation, declaring that he him-self had solicited all but one or two of the contributions.

"If there was any fault, it was mine," Mr. Dart said, "but I didn't twist one single, solitary arm, that's unequivocal."

Alleged Rebels Arrested in Italy

TURIN - Police have announced the arrest of four suspect-ed members of the Front Line leftist guerrillas on charges of belonging to an armed group.

The four were identified Saturday as Cosimo Malintesta, 32, a hospital assistant; Adriano Allora, 28, and Pasquale Cammilleri, 26, joint owners of an auto parts store; and Monica Sottomano, 22, a university student

FOCUS ON WEST

A special supplement in the International Herald Tribune

April 1, 2 and 3

indicates that the president surge in the use of space for coms the skepticism expressed by ase Secretary Caspar W. berger, who argues that enviental lawsuits could delay

ike Closes Shops 3 Cities in Nepal The Associated Press

se of political prisoners.

zere we could lift it without tem beyond 1986. Mr. Weinberger has appointed a panel of experts "It's so elaborate, so costly, and Reagan's view of the Soviet who will report to him by June 1 I'm not sure that it is necessary or would be effective. It's again an indication of this whole effort such

Reagan Selects

United Press International

r forces and so forth," Mr. to Britain. hink the whole matter of the munications Corp., a division of the Gannett media organization, r discussion. Are they going atinue ... exploiting where since 1968. He would succeed

WASHINGTON - President Reagan has nominated John Jeffry

I involve not just limiting

Kingman Brewster Jr., who has reso, the advance coordinator for his campaign debates last year, to direct the White House Office of Communications. Mr. Ursomarso, 38, will coordinate public affairs,

eagan Links Grain Ban, Polish Crisis land-deployment of the MX sys- youd the rangeland it would re-

research and information services

A number of politicians in the

Envoy to Britain

and will assist the television net-

works in their White House cover-

(Continued from Page 1)

This spurt of shuttle-related ac-

tivity has resulted, in part, from a

and communicate with the com-

manders of forces in the field,

nerable to attack by hunter satel-

lites, if the attackers could operate

at the altitude of about 22,000

miles at which most communica-

navigation satellites that, for ex-

ample, enable Polaris submarines

equipped with nuclear-tipped mis-

siles to pinpoint their location at

sea to within a few meters. The Navy and Air Force also operate

This vulnerability extends to the

tions satellites are in orbit.

istration is a low-priority item for his administration, but that he remains opposed to a draft. "I think the most important thing we've been concerned with right now," he said, "is making the

and meeting some of the real prob-In another action Friday, Mr. lems that they have." Reagan named Frank A. Ursomar-U.S. Auto Crash Kills 4

United Press International BENTON, La. — A station wag-on struck an 18-wheel truck headon Saturday, killing four women from Benton, ages 13 through 19, two of them sisters. The truck driver was not hurt, police said.

Space Shuttle Program Seen as Crucial to War's Future Current plans by the National Aeronautics and Space Adminis-tration and the Defense depart-

> pear to be wildly futuristic projtermeasures such as booby-trap-For example, Sen. Malcolm Wallop, R-Wyo., is the leader of a bipartisan group of at least 100 tary systems as a manned orbital command post assembled by the space shuttle as a means of count-

Dr. Kosta Tsipis, associate dimuch less advanced in shuttle derector of an international security velopment than the United States, program at the Massachusetts Inalthough it is known that studies stitute of Technology, dismisses

said in private that the Soviet Union may be a decade away from test flights of its own shuttle. While the Soviet Union does have an orbital space station, it must rely on launches by conventional rockets with supplies and new crews to sustain the craft in orbit. It in no way has the flexibility of the shuttle.

ping its satellites to prevent capture or inspection, Mr. Tsipis says that the vision of a fleet of shuttles sweeping away Soviet satellites is use of cosmic space for military purposes." Opposition by the United States and other countries led the Soviet delegation to submit a later draft of a space treaty in

which the provision dealing with weapons was deleted. on a space treaty in 1967, but the chance to include in it prohibitions sources in the United States have dealing with the placing of military

two major space powers. Final Fuel Tests Positive

> date," Operations Director George Page said Sunday. be scheduled until after a meeting of program managers at the John. Kennedy Space Center on Tues-

years of space rivalry between the

fueling tests of the shuttle's huge external tank Wednesday and Friday. Detailed inspections revealed "absolutely no debonding" of the critical insulation tiles on the 154foot tank, which fuels the craft's

found on the final two fueling tests

of the space shuttle Columbia, making April 10 a "viable launch

Mr. Page's statement followed

Reagan's political campaigns in the last years, said: "My involvement is a matter of record and I

GERMANY

-

on Friday, but the police ded to comment on the report.

... It said its demands included ore than 300 students were reed to have been taken into cus-

lu, Patan and Bhaktapan as lefust-backed All-Nepal Stu-Federation called a general controls and the immediate

whether a division of troops or an aircraft carrier, is based on satellite systems. Such electronic lines of communication would be extremely vul-

.TMANDU, Nepal — Shops closed late last week in Kat-

ion to a summit meeting was on the best solution. Western region of the country, where Mr. Reagan has his strongest support, have objected to deployment of the MX in the desert.

But Mr. Reagan's questioning of the land-basing system goes be-

Louis, a communications executive, to serve as U.S. ambassador Mr. Louis, 55, is an heir to the Johnson's Wax fortune and has been chairman of Combined Com-

satellites that provide bourly readings of the world's weather, as well grams to develop anti-satellite as spacecraft that watch for missile As a further deterrent against attack from Soviet intercontinental ballistic missiles, those who seek gon's ability to command, control

> congressmen that is urging sharply increased investments in such miliering Soviet threats and maintaining world peace.

the idea as foolhardy, potentially

dangerous and a waste of money.

ment call for the construction of four shuttles, each interchangeable between civilian and military assignments. The construction of more has met with extreme reluctance in Congress because of costs. For this reason, and because the Soviet Union could take coun-

farfetched. "But the Russians do take this as a real threat because they have their own paranoid people too," he At present the Soviet Union is

are under way there. Aerospace

This has been cited as the reason for Soviet protests over American efforts at shuttle development, although it was the Soviet Union in 1958 that first called at the United Nations for the "banning of the

The United Nations did agree

CAPE CANAVERAL, Fla. (AP) — No major problems were

But Mr. Page said a definite launch date for the spacecraft's maiden space mission would not

Page 4 Monday, March 30, 1981 *

The Somber Truth

It is an overwhelming moment: On the events of the next few days in Poland may turn a very large part of the course of global politics in the 1980s. If the Poles continue the valiant, tormented effort they have made since August to peacefully resolve the tensions between the people and the government, then it is possible to look ahead with at least some cautious hope that the worst will not occur. But if either the Polish authorities or their Soviet overseers move to break off the dialogue and impose a one-sided solution by force, then things will be very dark - and not only for the Poles.

Repeatedly in the last months it has seemed that there was no way to keep in balance the workers' demands to speak for themselves and the party's and government's insistence on preserving a monopoly of power. Careful leadership, a measure of patriotism and a shared commitment to Socialism and to alliance with the Soviet Union on both sides have prevented an irreparable

In the latest crisis, the sense is heavy that matters cannot be allowed to lurch forward any longer without prospect of reasonable and foreseeable resolution. The workers' courage is awesome — witness their unprecedented giant "warning strike" Friday. They can hardly be expected to maintain

that pitch of risk and participation indefinitely.

The authorities, or the more frightened among them, seem to be at the outermost limits of their tolerance for change. Presumably the Soviet Union has counted all along on the possibility that events would in the end erode the morale and common purpose that have sustained honest Poles since August in their struggle to find a new Polish way.

The Reagan administration issued an extraordinary statement on Thursday. It warned not only the Soviet Union but also Polish authorities" not to bring force to bear. In this first allusion to the prospect of violence, the statement represented a farreaching attempt to influence the internal affairs of another sovereign state. It was, moreover, a statement with teeth: U.S. readiness to deal with Poland's economic difficulties was specifically conditioned on official Polish as well as Soviet forbearance.

Still, no one can doubt that the principal decisions affecting Poland are being made in the Kremlin. No crackdown could come, such as the imposition of martial law, that did not flow from a Soviet order. Such an intervention, the White House underlined, "could have a grave effect on the whole course of East-West relations." That is the somber truth.

THE WASHINGTON POST.

Big Oil's Buying Spree

"Don't leave anything sitting around on a table, or we'll buy it," says an oil company executive. He testifies to an embarrassment of riches. The oil companies account for a third of all U.S. corporate profits. And with cash pouring in at a rate of \$100 million a day, they are looking eagerly for ways to diversify into other businesses.

This buying spree is not likely to please consumers, who for years heard that higher fuel prices were needed to finance exploration. And there is rumbling on Capitol Hill about limiting takeovers, especially of mineral properties. We don't think that would make much sense. But the industry's current drive for diversification should lay to rest any lingering doubts about the adequacy of current exploration incentives or the virtues of the windfall tax.

Mobil owns Montgomery Ward. Atlantic Richfield owns Anaconda, Exxon makes office equipment and last year found an extra billion in loose change for buying Reliance · Electric. The pace of acquisitions is picking up. In one week this month, Standard Oil of California offered \$4 billion for Amax mining while Sohio bid \$1.8 billion for Ken-

Industry critics see all this as evidence of the folly of decontrolling oil prices. It's bad enough to have to pay the Arabs; why fork over an extra penny at the pump so that Gulf or Texaco can acquire a designer jeans busi-

The arguments of the oil companies notwithstanding, the industry never really needexploration. If the funds needed had not been generated internally in profits or depreciation tax savings, they probably could have been raised on Wall Street. But it takes incentive as well as cash to induce exploration.

Decontrol probably was needed to make it profitable to look for high-cost fuel in less accessible places — the Arctic, for example. Equally important, decontrol induces consumers to conserve and eliminates much of the regulatory bureaucracy. In the long run, all this can mean less dependence on foreign sources, and less pressure on world oil prices.

The United States could of course insist that Big Oil put all its extra cash into exploration. But the industry is already working near capacity. With drilling equipment and potentially rich sites in short supply, a plow-back" requirement could easily lead to

Alternatively, one might declare certain kinds of investment off limits to the oil companies. Some liberals in Congress want to forbid them to acquire coal and uranium reserves. Such restrictions might not do any economic harm, but not much good, either.

Perhaps the only lesson here is political. The oil industry bitterly opposed any tax on the "windfall" associated with decontrol. The tax that was finally enacted has bite, transferring a good chunk of industry's gain from higher world oil prices to the government. There is no real case for pressing the any reason to regret the return of some of the gain to Uncle Sam.

THE NEW YORK TIMES.

ed decontrol to raise cash for domestic oil **Carving Up Energy**

Among its territorial aggressions, the State Department has now recaptured control of international energy policy from the Energy Department. That little coup has been accomplished quietly but it carries large implications for the U.S. response to the next en-

When will that crisis arrive? No one can say, but experience suggests that it will come without warning. The damage that it inflicts can be limited by the skill with which a national response is managed. Historically, the State Department's record in this area is not a reassuring one.

It's not a matter of personalities or personal competence. The State Department ought not to be the country's policymaker and negotiator on energy for the same reason that it ought not to be permitted to dominate talks with Japan on imported autos. State is not well equipped to manage matters that are preponderantly the country's internal busi-

The Energy Department was created four years ago precisely because the country had learned through expensive experience that it needed a mechanism to pull together the internal and external ends of the same subject. After the usual rough beginning, the mechanism has recently begun to work effectively. If you doubt it, consider for a moment the

current energy crisis that isn't. That's the crisis that might have followed the outbreak of war between Iran and Iraq last September. At the time, sober people foresaw a worldwide panic and oil shortage that would bring gasoline lines to this country by early spring - as the Iranian revolution had two years earlier.

Why hasn't that occurred? Part of it has been luck, and part has been the Saudis' decision to keep their production high. But a very large part has been the sophisticated response of the oil-importing countries, led by the United States. They agreed not to repeat the mistake of 1979 of making another frantic grab for the spot market, driving prices wildly upward again. They agreed instead to begin drawing down reserves immediately and to see that oil companies cooperated.

It worked. The rise in oil prices was very modest compared with 1979 and now there's a slight oversupply of oil.

That's why it's disquieting to see Secretary of State Alexander M. Haig Jr. sweep the international responsibilities out of the flaccid hands of Energy Secretary James B. Edwards. In Mr. Haig's defense, it could be truthfully argued that Mr. Edwards has shown little interest or competence in foreign

energy policy. It could also be argued that Mr. Haig's trespass is not unique. While he was taking over part of Mr. Edwards' job, the interior secretary, James G. Watt, was assuming most of the rest of it. Mr. Watt seems to be fully in

control of oil and gas policy. What does that leave Mr. Edwards with? The nuclear programs and a few odds and ends. Currently, nobody seems to care. But at the first tweak on that oil line from the Gulf, the Reagan administration is going to see why its predecessors decided that they needed a strong Energy Department.

In the International Edition

Seventy-Five Years Ago March 30, 1906

BERLIN - Reports are being assiduously circulated in Berlin of American intrigues in South America. According to Dr. F. Matin in the Tag. the formation of a new republic, under the name of "La Republica del Pacifico," is now proceeding with the secret assurance of the United States. The new republic is to consist of the two provinces - Tacna and Arica - that were awarded to Chile after her late conflict with Peru. It is stated that, as Chile is the most persistent opponent of the Monroe Doctrine, the United States affords monetary support to factors likely to weaken her power. An article in the Post states that Peru is preparing for war.

Fifty Years Ago

THE WASHINGTON POST.

March 30, 1931 BERLIN - Confidence that the proposed Austro-German customs union would be consummated, despite French dissatisfaction, became stronger today, when Foreign Minister Curtius was quoted in an interview with a Viennese paper. Dr. Curtius declared he will meet French Foreign Minister Briand's vigorous criticism of the pact and the manner in which it was negotiated with calmness and detailed arguments. He promised to refute the claim of secretiveness and disloyalty to existing treaties. "I believe I have the right to ask to what extent we caused the disquiet in international relations," he said, referring to France's protest.

Pretense and Practice: Auto Imports

By Michael Kinsley

WASHINGTON - Be-W cause of its deep belief in free trade, the Reagan ad-ministration has decided not to impose restrictions on Japanese automobile imports.
But following a series of deli-

cate, tea-ceremony-like rituals with President Rengan and others here in Washington last week, the heart of Japanese Foreign Minister Massyoshi Ito has become filled with a most gracious desire to see fewer Japanese cars shipped to the United States. Mr. Ito told reporters that the Japanese "are trying to strive ... to bring about satisfactory resolution of the problem."

Get it? Treasury Secretary Donald T. Regan emphasized that we Americans "aren't building barriers" against Japanese imports. Heavens, no! The coming restrictions on Japanese car imports will be strictly "vol-

untary."
There are three defects in this notion of voluntary restrictions. First, they are not volun-tary. The Japanese have no reason to restrict their auto exports except for pressure from the U.S. government and threats of formal restrictions if they don't Second, the U.S. consumer who will pay higher prices because of this arrangement and the unknown thou-sands who will lose jobs in exsands who will lose jobs in ex-port industries, certainly have not volunteered. Third, a fool-ish government policy is not made wise simply because it is defined as voluntary.

Mandatory Controls By labeling its auto import restrictions as voluntary in order to deflect accusations of protectionism, the Reagan administration is attempting a pathetically transparent subtering worthy of its immediate

The Japanese are known to appreciate intricate exercises of form over substance, but Americans, as Jimmy Carter learned, are not so easily charmed. They know a trade barrier when they see one. As with Mr. Carter's wage-and-price guidelines, Mr. Reagan's voluntary import re-strictions, to the extent they work, will have precisely the same effect as mandatory con-

The main effect will be to spur inflation. The Japanese, after all, are not forcing their automobiles on helpless U.S. customers — they are respond-ing to the demand for their products. Trade restrictions mean that some Americans will not be able to buy the cars they want and all will have to pay more. The prices of Japanese cars will go up, and the prices of U.S. cars, protected from competition, will follow.

Roger B. Smith, chairman of General Motors, claims that import restrictions will not raise car prices since the domestic industry is now giving large rebates and discounts on advertised prices. Mr. Smith eithat rebates and discounts don't amount to low-



'And We Know You'll Volunteer to Pay More For Cars You Don't Like as Much.'

er prices as a result of competi-

But it is precisely this compe-tition that has led to a 30-per-cent increase in U.S. domestic car sales in the past year — a statistic embarrassingly reported the same day Mr. Reagan met with Mr. Ito. Mr. Smith is another capitalist who apparently doesn't believe in capital-

Classic Conspiracy

It is amusing to watch the Reaganites trying to negotiate their scheme past the shoals of the antitrust laws. A straightforward trade barrier would pose no legal problem. But by dressing up their import quota as a voluntary agreement, the Reagan people have made it look distressingly like a classic conspiracy in restraint of trade.

The U.S. government spends

millions every year policing the economy against agreements among competitors to restrict supply and thereby raise prices. conspirators ordinarily must meet in darkest secrecy, and can go to jail if they get

caught. Yet here is the administration pressuring Japanese au-tomakers to do precisely what it ordinarily forbids.

To make their voluntary ceiling work, the Japanese compa-nies not only will have to stop competing with U.S. manufac-turers, but will also have to set quotas and stop competing among themselves for the U.S. market. Wily occidental law-yers no doubt will find a way out of this legal impasse. But there is no escape from what it says about the Reagan administration's free-market preten-

Trade barriers don't save jobs, either. The dollars that go abroad to pay for automobiles eventually come back to pur-schase U.S. goods. These sales create more new jobs than can be saved by restrictions on im-

The eternal political problem for free trade is that the jobs it creates are scattered throughout the economy, while the jobs it costs are concentrated and highly visible. But this should not matter to an administration

marching so arrogantly under the banner of free-market capi-

Mr. Reagan's embrace of protectionism puts the rest of his economic program in a re-vealing light. The president's tax and budget proposals, which amount to a massive redistribution from the poor to the prosperous, have been de-fended on the grounds that they are necessary to end infla-tion. Complaints that the program is unjust are rebuffed with assurances that an unfettered economy is the best welfare program.

But in the first major test of

their capitalist principles, it turns out that the Reaganites don't really believe in an unfettered economy. So the rich embroidery of theory adorning their other economic schemes has unraveled, and their callousness is exposed naked to the world.

Michael Kinsley, editor of The for The Los Angeles Times.

The Western Response (1): Private Hopes

By Joseph Fitchett

DARIS — Polish workers' bid I for free trade unions, now at a critical point, is seen by many Western officials as potentially the most momentous development in Eastern Europe since World War

In public comments, these same officials are carefully reserved, mainly to avoid giving Moscow any pretext for denouncing Western interference. Behind the scenes, however, NATO members are actively discussing the Polish crisis — what Western interests are, what Western strategy should

There is a consensus that Solidarity has mounted the most complex, subtle challenge yet to the Soviet system of rule. Without offi-cially repudiating the system, the Polish workers have tried to obtain a separate voice within it for workers and peasants — a little like the special status enjoyed by the Roman Catholic Church in Po-

A Polish success would breath new life in the claim central to detente that Western trade eventually can liberalize Communist re-

If Solidarity survives, Poland would emerge positioned for a range of new ties with the West. European and U.S. unions' contacts with Solidarity — which al-ready exist — could be reinforced. Key Helsinki accords would be respected because of Solidarity's demands for media and travel free-

Hard Times

But the Polish experiment, which might well have succeeded in the East-West euphoria of the early 1970s, probably has less chance of acceptance in the 1980s amid mounting East-West suspicions and a worsening global econamic outlook.

The Polish workers' revolt comes at a time when all the Warsaw Pact economies, including the Soviet Union's, face hard times, aggravated by the growing energy crisis in Comecon. The slow but steady rise in living standards — which maintained labor peace in the Communist bloc for the last two decades — has given way to a prospect of recurring worker agita-tion, of which Poland is seen as the

How Moscow ultimately reacts to Poland, therefore, probably

foreshadows Soviet concern about the coming decade, when similar problems can be expected to arise throughout the satellites and eventually in the Soviet Union.

While many Western poli-cymakers are pessimistic about Solidarity's chances of gaining real union freedoms, they still have sought ways to help. "The breakthrough is such a fundamental Western policy goal that we have to want it," a European diplomat

But in trying to influence the outcome in Poland, the West has little leverage: "It's an eeric feeling of standing by, knowing that your role is only reactive," a diplomat

In fact, signals about probable Western reactions are the West's main form of influence on events as they happen.

Determined Front

To capitalize on its political deterrent. Western governments have striven to show a united, determined front: "We've tried to quietly convince the Kremlin that they would pay a high political and eco-nomic cost for intervention," a European diplomat said.

A related policy has been high-

level discretion to avoid giving Moscow ammunition for accusations of provocative Western be-

Moscow already describes as "subversion" the open involve-ment in Poland of the U.S. labor federation, the AFL-CIO, which is providing printing equipment and organizational materials to Solidarity. European unions extend similar help, but do it more discreetly — and cause less outcry. The Reagan administration, de-

spite its harsh anti-Soviet rhetoric, has fallen in line with European governments in shunning inflammatory commentary. The idea is to avoid letting the Soviet Union score any propaganda points with leftist opinion about U.S. actions in Poland which might split West-ern opinion in the aftermath of a Soviet intervention and weaken the Western response.

The biggest political risk for Moscow is that the Soviet behavior in Poland would drive Western Europe back into the arms of Washington after years of deepening divergences between the United States and its European allies.
This potential damage to Moscow's long-term strategy of splitting Western Europe from the United States probably is the major inhibition on Soviet action in Poland today.

The West also has an economic governments in the West, Creditor nations — West Germany, followed by the United States, France, Britain, Italy and Austria - have been supplying food aid and financing to enable Poland to pay its debts for more than a year, with the United States supplying the most substantial help. Reports last weekend indicated that Poland has exhausted these facilities.

But Western creditors have also been meeting regularly since De-cember to come up with a new fi-nancial package for Poland, ex-pected to be ready in May. By aiding Poland, Western gov-

ernments hope to prevent economic hardship from causing uncontrolled social unrest. In the longer run, they hope to extend a carrot of Western help with the ruinous Polish economy, if it is given a chance to reform.

Western strategy on aid to Po-land is twofold: to tie it to Polish economic reform and make it conditional on Soviet cooperation. Neither is a simple objective. On reform, Poland is caught in a

ricions circle: economic reform requires domestic austerity — not the benefits sought and won by Solidarity. However, Western officials are optimistic that Polish workers would agree to tighten their belts if Solidarity's gains are

As a deterrent to Soviet intervention, a provision in any West-em plan will permit Poland's debt

lowed its protege to default. West-ern credits probably would dry up for all of Eastern Europe since the card — Poland's debt of \$13 bil-lion to banks and \$10 billion to tor of last resort for its satellites. It would open a new front in the East-West economic warfare triggered by any Soviet interven-

Warning about this financial fallout, Richard Portes, a Europe-based analyst who has written an influential study of the Polish crisis, argued that Western governments should subordinate any direct political goals - such as trying to loosen Poland's political ties to the Soviet bloc - to the overriding need to foster economic reform in Poland, a common East-

West benefit.
Intervention in Poland would cost Moscow militarily much more heavily than its actions did in Hungary or Czechslovakia.

It would also serve to demonstrate that the Soviet system is too

totalitarian to accept peaceful change — a key tenet for critics of Politically, it would powerfully boost the Reagan administration's

campaign to convince the Europe-an allies to revise their views of the Soviet Union. Europe probably would no longer hesitate on contentious alliance issues such as installing new nuclear missiles in Europe, spending more on arms, sup-porting U.S. policy in El Salvador. But any alliance gains will depend on how well Western governments coordinate their responses if Moscow finally decides to destroy the Polish experiment. ©1981, International Herald Tribune

Arms And th Allianc

By Stephen Klaid

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WASHINGTON - As was planning to try to blur lationship between pros-talks with the Soviet Union ater nuclear weapons are SALT process, according to cials here.

Lawrence S. Eagleburger, ant secretary of state of Eugaffairs, will deliver the U.S. tion to allies at a meeting T. of the NATO Special Const. Group in Brussels.

Reports from Loadon Fridicated that the European Infor their part will be pression.

United States to begin talks

CROSSCURRE

the Soviet Union as soon as ble on tactical nuclear weap

The Reagan administration of new fear is that resumption of new fear is the n tions to control the deployn these weapons would put pit on the United States to re some sort of strategic arms ir tion talks, which it is not pre-to do. As a result, the admix

to do. As a result, the samportion will try to steer the alliasing slightly different direction.

In December, 1979, shor, fore the Soviet invasion of Allistan, NATO agreed to with now generally referred to as a first steel content to the probability. track approach to the probial balancing Western and Sov dium-range ballistic missiles is
The first track was the de

ment and deployment of 5 gle-warhead Cruise and Pen missiles to counter the more 200 triple-warhead Soviet already in place. (The Soviet ion is deploying SS-20s at a about one every five days ile second track was to pursue it has achieve East-West nuclear engineering

in Europe.

The talks were to have being the framework of SALT-3 neg in reached not only before the me invasion of Afghanistan, buth time when the Carter adminy tion had high hopes of g.1: SALT-2 through the Senate. With President Reagan. campaigned vigorously agr SALT-2, in office and the Sh far more conservative than it. in December, 1979, the SALTER

cess is at best comatose. European governments the vored a strong link between 10.
as the theater nuclear issue tt ferred to in NATO circles, by SALT, are expected to be aski understand that circumstahave now changed dramatical the specific wording of the p ple agreed to in December, 19

no longer totally valid. There is widespread agreed even in small countries suc Belgium and the Netherlands for the moment SALT has bee aside but that TNF must pro for political reasons, even the an agreement with the Russia highly unlikely because they not be prepared to negotiate

an existing advantage.

The problem is that the 5 Union might try to link a agreement that the European: agreement that the European too attractive politically to down with a SALT proposal the Reagan administration v. consider unacceptable.

The result could be a U.S.pean split, with the Europeans ting pressure on the United S to rush into SALT talks. A likely result, though, is that TNF talks would break d That would exacerbate relai within the alliance and cause jor political problems for a see of European governments strong anti-nuclear lobbies.

The new U.S. approach with aimed at loosening the conne-between TNF and SALT devising a new European th framework in which to hold talks, which would still be ducted by the United States the Soviet Union.

On other matters at Brussel: United States is expected to firm its confidence in the track approach, to emphasize the Cruise and Pershing-2 pro-must go on unimpeded, and to cuss the need to counter the S propaganda effort launchec Leonid I. Brezhnev's offer a 26th Communist Party Confor a moratorium on further ployment of tactical nuclear. siles in Europe.

The Reagan administre seems to be calculating that strong link between TNF, SALT is not overwhelmingly portant politically in Europ that calculation is shared by I pean governments and they a io apply the appropriate cosms there is a good chance that talks will get under way again preparations for deployment o new missiles will proceed wit political hindrance.

But if the calculation is we the potential exists for a seriou -alliance rift. 61981, International Heroid Tribu

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hannesburg Area egregated by Law, at Not in Practice

y Joseph Lelyveld

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NNESBURG — A white

student who was moving apartment in Hillbrow, a hood here that is vaguely ant of New York's Green-lage, was taken aside the y in a confidential manner Afrikaner woman who the building's caretaker. you don't mind, but a Indian family living next as said. "They're very nice ust keep quiet about it." there are hundreds of e families - nearly all Inpeople of mixed race, clas-

coloreds — living in Hill-adjacent areas of central sburg in direct contraven-the Group Areas Act, unch these sections were all proclaimed to be white, estimates, the number of and coloreds illegally re-n such areas may be more of the families have had

charges lodged against ut there have been no proas for nearly two years and, z, no evictions under court t is not that the authorities cided to turn a blind eye to rial integration on a limited at rather that the usually ss punitive machinery that s racial separation in South seems momentarily to have

authorities would plainly resolve the question swiftly ictly, but that seems imposoccause a multiracial citi-roup called Action to Stop a has managed to mobilize of Johannesburg lawyers re willing to take these casout fees, enough to ensure ery case will receive a full 2. The public prosecutor has more than 500 cases to to court. Even if he wins a orders in all of them, there d prospect that many of the ed families would pay their and move into other apartin the officially white areas, ; the whole legal battle cycl-

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y would do so not because ave a political point to make cause they have no apparent tive. There is simply no ig available in the already

such as Durban or Cape housing at any price?

Town, any crash program to make more land and housing available to coloreds and Indians is likely to draw more of them to the city and is thus unlikely to relieve the prob-

On the other hand, aggressive enforcement of the Group Areas Act is likely to promote an exodus of skilled workers at a time when industrialists make much of a skills shortage that allegedly hobbles South African industry. As matters stand, the housing shortage for co-loreds and Indians functions as a kind of "influx control," although these groups are not subject to lein the way blacks are under the system of that name.

When these contradictions and complexities are brought to bear on individual lives, the results are normally uncertainty and tension. Cheryl and Michael Noel might be held up as examples of the eco-nomic opportunities that are now open to skilled nonwhites in this

Complaints Ignored

Mrs. Noel, 27, has a supervisory position in the main branch of Barclays Bank in Johannesburg. Her husband, 33, is a licensed ar-tisan in a plant that builds armored personnel carriers and transports for the South African mili-\$24,000 a year, but they live in a dingy one-room apartment in Hillwhere the rent has been raised three times in the last eight months and their complaints about

clogged plumbing are ignored.
They could get a mortgage from
Mrs. Noel's bank if they could find land or a house, but they have no prospect of finding either. They could move to Durban, Mr. Noel's hometown, but the job Mrs. Noel holds in Johannesburg is still re-served for whites in Durban, and Noci would have to take a wage cut of more than 20 percent. What ing to Australia.

Meanwhile, they face charges of being in a white area. Mr. Noel was hauled out of their apartment last month by the police, and, by his account, was abused and crudely threatened. Mr. Noel said he was called boesman — an Afri-kaans word for "bushman" that is an epithet for coloreds - and was where even backyard sheds she was charged were courteous statements about South Africa. garages fetch high rents as and almost apologetic. "As far as 1 am concerned," Mr.

levels in Johannesburg are South African artisan with the ly higher than in other cen- same skills cannot find decent



ANTI-THATCHER PROTEST — Police in Cardfiff, Wales, removed a demonstrator outside City Hall after

fruit was hurled at Prime Minister Margaret Thatcher's

car as she arrived for a Conservative Party meeting. Nei-

ther she nor the car was hit. Police made several arrests. Many of the 400 demonstrators were unemployed workers.

Botha Says Bishop to Lose

draw the passport of black Anglican Bishop Desmond Tutu be-cause of his public remarks about South Africa during a current U.S.

Bishop Tutu is general secretary of the South African Council of Churches, which represents about 15 million Christians, of whom 80 percent are black. He is one of the most outspoken black critics of the they are thinking of doing is mov- country's white minority govern-

While in Washington, Bishop Tutu talked with Jeane Kirkpatrick, the U.S. ambassador to the United Nations, and with the designated assistant secretary of state for Africa, Chester Crocker.

Policy Review

Mr. Botha, speaking Friday at told that the police were ready to an election campaign meeting in kill "to keep Hillbrow white." On the mining town of Welkom, was owded areas of Johannes the other hand, the officers that asked why the bishop was allowed eserved for coloreds and In. Mrs. Noel had to deal with when to go overseas and make critical

y living quarters. "We're not living here because Botha replied, "his passport will be nat is involved is a seemingly we want to be white," she said. withdrawn when he returns." His solvable contradiction be "We don't care where we live as andience applauded and the action 1 the free-market economics long as we live happy," her hus- is sure to win Mr. Botha votes in Prime Minister P.W. Botha's band said. But why, he asked can the April 29 election. But it will drawn a year ago after he refused

cymakers that blacks were dis- rent trip.

retoria than under the Carter administration. The bishop has also been quoted as saying. "The April election in South Africa is the last all-white election they will hold. We will have a black prime minister in live or 10 years." ter in five or 10 years." But what undoubtedly has an-

gered the government the most is Bishop Tutu's support for sanctions against South Africa, such as withdrawal of investments, to force the government to make meaningful changes in its racial

While overseas, Bishop Tutu was quoted as saying that foreign investors "must know they are investing to buttress one of the most vicious systems since Nazism.' The companies have stressed that their investments would create jobs for black South Africans.

In an interview in Washington Friday, Bishop Tutu said that in his talks with U.S. officials he had raised "the general unease at the new directions of [U.S.] Africa policy." He said that because South African authorities had anticipated more favorable treatment from Washington, Pretoria had been encouraged to scuttle talks in Geneva in January on independence for Namibia (South-West Africa).

Bishop Tutu's passport, withnment likes to espouse and a British artisan come here under also be a factor in the current U.S. to publicly retract a statement he use body of racial law that it contract with a promise of a rentund to administer. Because free apartment while a colored rica. to publicly retract a statement he made in Copenhagen in 1977 urging the Danish government to stop According to reports in the local press, Bishop Turn told U.S. poli-

secondary role to the issue of South Africa. "There is no way

U.S. aid could ever compensate for a wrong position on South Africa

"It would lose the blacks and

knock U.S. aid out of business" in

the area, he said. Such a develop-

ment, he added, would mean the

United States could not have a

negotiating role in seeking a peace-ful alternative to racial conflict in

on the racial issue."

southern Africa.

Book Pirates Keeping Ahead of Publishers

By Edwin McDowell

New York Times Service NEW YORK - Five years ago, McGraw-Hill translated a diamond jubilee edition of "Gregg Shorthand" into Spanish for sale throughout Latin America. A fastbuck artist in Peru bought a copy, paid a local printer in Lima to reproduce a cheap offset edition, then sold the pirated version to bookstores for a fraction of the

original cost.
"He might never have been caught," said William Cusick, a McGraw-Hill lawyer, "except that be had the gall to list himself on the title page as the author of the translation.

If book pirates are usually more subtle than that, they are also every bit as brazen. And often, they do not get caught. The result is that book piracy is flourishing worldwide. "Our best estimate is that it is a \$500 million-a-year business," said Mr. Cusick, chairman of the piracy compiles of the man of the piracy committee of the Association of American Publish-

Few Americans are aware of book piracy because relatively little pirating goes on within the United States. "But it's a major problem for almost every American publisher," said Leo Albert, chairman of Prentice-Hall International and of the publishers, associated as a second control of the publishers, associated as a second control of the publishers, associated as a second control of the publishers. tional and of the publishers asso-ciation. "Some countries pirate just about every trade book and textbook we publish." Piracy is also relatively rare in Europe, al-though students in at least four West German cities were once arrested for running so-called underground presses, reportedly to pro-test the price of legitimate text-books, while one university professor was caught moonlighting as a

The major offenders ply their trade in Taiwan, Korea, the Philippines, Singapore, Peru, the Dominican Republic, China, Pakistan, Hong Kong, Malaysia, Thailand, Indonesia and Egypt. Their targets are such best-sellers as "The Thorn Birds," "Jaws" and "Roots," as well as medical, technical and other academic material. The losers in the piracy trade are the authors, who are denied royalties on their work, and the publishers, who are denied sales. The pirates can shave margins to a degree that the commercial publishers who have to pay royalties and high overhead can't possibly do," said Graham England, president of CBS International Publishing.

Book piracy is still largely a local cottage industry. Yet, some pirates have demonstrated entrepreneurial abilities that legiti-mate publishers might envy. The pirated edition of Harold Robbins' "Memories of Another Day" appeared in Malaysian bookshops two weeks after the authorized edition went on sale, while paperback copies of John Le Carre's "Smi-

ley's People" went on sale in India last year two weeks before the hardback appeared anywhere in the world. (A pirate presumably got his hands on a copy of the hardcover book while it was still in an British warehouse.)

For all the problems there are

few effective remedies, in part because few of the nations in which piracy is rampant belong to or honor the Universal Copyright Convention, to which the United States belongs, or the Bern Convention, comprising principally European and some Latin nations. The Bern Convention recognizes copyright law for the life of the author plus 50 years; the United States and some other nations give copyright protection to authors for

That leaves it up to legitimate publishers to pursue the matter as best they can in nations where po-licemen are reluctant to raid local

half of foreigners, or where judges often treat piracy as a civil dispute. even though the law on copyright makes it a criminal matter. It took McGraw-Hill two years of protracted, costly litigation to force the Peruvian who pirated its shorthand book to agree not to do any more book pirating and to destroy

remaining pirated editions. The copyright statutes of certain countries make it particularly difficult for publishers to assert claims against pirates. "There's a question whether piracy in the Dominican Republic is really piracy," said Mr. Cusick. "It is, in our sense, but a pirate there would maintain he's doing what he has a right to do, since only books by Dominican authors are registered under the Dominican copyright law."

Sometimes international politics inhibit the light against publishing thefts, Mr. Albert, who helped per-suade Taiwan to bar export of pi-

rated materials, said that country was about to join the Universal Copyright Convention as well. "But about a month before, they were expelled from the United Nations, then Unesco," he said. Since Unesco administers the Universal Copyright Convention, Taiwan was no longer eligible to

American publishers have scant sympathy for the Robin Hood argument that pirated editions are all that many Third World students can afford. The price of most pirated books is only marginally lower than that of legitimate edi-

Moreover, both copyright conventions added reservations in 1974 aimed at helping developing countries obtain books they need ed at low rates, according to Mr. Albert, and many countries established copyright clearing centers where they could easily obtain li-censing and publishing rights.

Yuri Trifonov Dies at 55; Man Is Arrested After Bookstore Fire in England

United Press International
BIRMINGHAM, England — A
man used a car to block the doors work, "The House on the Embank-ment," appeared in 1976. A comof a leftist bookstore, splashed gasoline inside the store and the car and ignited them. All seven perplex short novel, it tells of the suppressed agony of a man who in his youth failed to defend his college sons in the bookstore escaped but police found a woman's body in professor and intended father-in-law from false accusations by the the trunk of the car.

The incident on Friday may be related to a crossbow assault on a The story, one of the few Soviet pedestrian Tuesday, police said. literary works with an anti-Stalin-Police answered an arson call at a Socialist Workers Party bookstore ist theme to be published after the fall of Khrushchev in 1964, created and found the woman's body in the burned-out car. An empty 5 Although Mr. Trifonov kept his distance from politically active gallon gasoline can was nearby.

Police investigated the possibility that the woman was killed shortly before the firebombing so the arsonist could steal the car.

Police spokesman Tim Hilton said an unarmed man in this 20s was arrested shortly afterward in a nearby street. "At this stage we are not rejecting the possibility this incident is connected with two other incidents which took place in Birmingham earlier this week in which a man was shot through the neck by a crossbow on Tuesday and another man was struck over the head by a weapon later the same day," Mr. Hilton said. The crossbow victim survived.

Detroit Gets Archbishop

WASHINGTON — The Most

Prominent Soviet Author 1930s, and his mother was sent to MOSCOW - Yuri V. Trifonov, Mr. Trifonov's best-known

security police.

a sensation.

55, a Stalin Prize laureate in literature who became one of the Soviet Union's most respected and politically daring authors, writing open-

OBITUARIES ly of Stalin's terror, has died after

a kidney operation.

Mr. Trifonov, who died Saturday, won the Stalin Prize in 1951

"Students," a novel about Soviuniversity life after World War II. In the last 15 years, however, his novellas and stories focused on the moral torments remaining from the time of Stalin's purges.

The author's father, a Bolshevik revolutionary, was imprisoned and executed in the purges in the

Spanish Police Kill **British Ship Captain**

United Press International
SAN SEBASTIAN, Spain — Policemen who were called in during a disturbance on a British freighter shot its captain to death after he opened fire with a shotgun, consular officials said. They identified him as John Wilkinson, of the 460ton Argus Pride, registered in Lon-

The police said that as two officers boarded the vessel Saturday in the port of Pasajes, near San Sebastian, the captain fired from a hatchway with a shotgun. He was killed when the police returned the fire. Members of the crew were taken ashore for questioning.

economist, joined Punch in 1942 and was editor from 1957 to 1968. He wrote more than a dozen books and was a cartoonist and broad-

writers and remained within the

confines of Soviet censorship, his

critical viewpoint often came close

A. Bernard Hollowood

Hollowood, 80, a former editor of Britain's humorous weekly Punch,

died Saturday. Mr. Hollowood, an

LONDON (AP) - A. Bernard

to the impermissible.

Hamdi Canaan TEL AVIV (UPI) — Hamdi Canaan, 60, a former mayor of Nablus, the largest city in the West Bank, died Saturday. A scion of a wealthy Syrian family that relocated in Nablus, Mr. Canaan was named mayor by King Hussein of Jordan in 1965 and served until 1969, two years after Israel cap-

United Press International

Rev. Edmund C. Szoka, 53, has been named by Pope John Paul II to be archbishop of Detroit, succeeding Cardinal John F. Dearden, who resigned last July for health reasons.

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Mugabe Sets U.S. Choice: Black Africa or Pretoria

By Jay Ross

ISBURY — Prime Minister t Mugabe says that the n administration is faced choosing between friendship black Africa or with South

Zimbabwean leader balhis carefully phrased re-Saturday with praise for the istration for its "very pos-approach in pledging \$225 n in aid to the country over at three years at an internadonors conference that end-

ir hope is that the Reagan istration does not move clos-South Africa," Mr. Mugabe news conference. If it did, he

would naturally have decided to make a choice between us and South Africa, which choice we shall regret; but we will continue to work as effectively as possible to make the American administration see things the way we see

Complicated Dependence

toward his southern neighbor is complicated by Zimbabwe's dependence on South Africa, a dependence that intensified during 15 years of international sanctions against the former white minority government when the country was still known as Rhodesia.

"the U.S. administration

links to the south. South Africa increased econom-

Mr. Mugabe's own attitude

Mr. Mugabe said Zimbabwe supports the African move to im-

grant Namibian independence, that Western economic aid, albut we cannot involve ourselves though badly needed, would play a in sanctions" because of economic

ic pressure on Zimbabwe last week by serving one year's notice that it intends to end the preferential trade agreement between the two nations, a move Mr. Mugabe said "was to be expected."

The biggest problem for Zim-babwe's foreign relations is neither East nor West, but rather South voring Pretoria could polarize the region and force countries such as Zimbabwe to choose between East and West. A Western analyst in Salisbury

commenting on Africa's antago-nism toward the apartheid regime

supported local groups and a black

liberation organization, the South-

West Africa People's Organiza-tion, based in neighboring Angola.

Plan for Elections

tact group" composed of the Unit-

A five-power international "con-

Africa regards a nation's attitude toward South Africa as a litmus

pose economic sanctions against nism toward the apartheid regime toward South Africa over its refusal to in South Africa noted last week test of friendship.

Just as the Reagan administra-tion appears to be dividing the world between the friends and enemies of the Soviet Union, black

eagan to Pursue Talks on Namibian Independence

Continued from Page 1)

ems" of African refugees, tigh-visibility U.S. participa-n the conference, which is ored in part by the Organizaof African Unity, implies a U.S. donation to efforts to

e refugees. The Reagan administration, e its budget-cutting empha-edged last week to contribute million over three years in aid mbabwe. This contribution, ded only by those of the I Bank and Britain, is aimed roving Zimbabwe's chances ability and aligning it to the

are different signals than that had caused alarm in Afand European capitals in reweeks. The previous signals sted that a preference for ruled South Africa over Africa, and for military conation over negotiations, derstanding between the characterize Mr. Reagan's States and Japan.

Stress on Black States

Reagan, in The Post interspoke of "a continued friendwith South Africa despite country's "repugnant" policy artheid, but he laid the most on continued friendship with emerging African states, the African states."

ring that some of the African ries "have a chip on their der toward us." Mr. Reagan he United States is "going to steps" to bring about better Standing with them. Reagan volunteered in the

interview that "we want to see a peaceful solution to the Namibian World War I. Its future is bitterly over three years a plan for UN-sustuation." He added that in his contested between South African-pervised elections in Namibia. The view, the solution would involve an election that "should follow the adoption of a constitution that

Namibia, a large and mineral-

guarantees equal rights to all peo-ple in that country — property rights, minority rights."

rich former German colony, has ed States, Britain, Canada, France

New Foundation Aims to Improve Strained Ties Between U.S., Japan New York Times Service

NEW YORK — At a time of strain in the relationship between Washington and Tokyo over trade and military-security issues, a new and military-security issues, a new solution with the backing of a panel of prominent Americans, including former Secretary of State Henry A. Kissinger, former Deputy Energy Secretary John C. Sawhill, and in-

and military-security issues, a new multimillion-dollar private foundadustrialists and educators. tion has been established to "strengthen cooperation and un-derstanding" between the United The new group, the United States-Japan Foundation, will have a \$48-million endowment

to finance studies, public television programs, exchange visits by lawmakers, politicians and scholars, and a range of other activities. Grants will be given to both Americans and Japanese. The establishment of the new philanthropy was announced by its ing countries, and has provided chairmen. Angier Biddle Duke. \$5.7 million for U.S. universities.

A likely choice as president of the foundation board is said to be Richard W. Petree, a career foreign service officer who held a number of consular and diplomatic posts in Japan during the past 20 years and speaks Japanese from the Japan Shipbuilding In-dustry Foundation. It will be used have its headquarters in New York with a branch in Tokyo.

The undertaking is the latest good-will enterprise of Ryoichi Sasakawa, a Japanese billionaire who has poured more than \$25 million into UN activities, many of them welfare programs in developformer American ambassador to He is considered a powerful influ-Morocco, at a news conference ence in the right wing of Japan's pected to visit the region for this The foundation was organized Liberal Democratic Party.

plan received a grave setback when South Africa and the leading internal party, the Democratic Turnhalle Alliance, rejected it in

The Reagan administration has been under heavy pressure from al-lies, especially Britain and West Germany, to continue the international effort for a negotiated settle ment. A great deal of pressure and concern also has come from black African states, which are sponsoring a UN Security Council debate on South Africa's role in Namibia next month and may at that session seek mandatory sanctions. courting a veto from the United

Dirk Mudge, leader of the Dem-ocratic Turnhalle Alliance, who visited the United States earlier this month, advocated constitutional guarantees for whites and property owners along the lines mentioned by Mr. Reagan. Agreement on such a constitution before the proposed UN-sponsored election in Namibia would require new and probably extensive negotia-

In resuming a U.S. drive for a negotiated settlement, according to official sources, the administration has decided to launch high-level consultations with African parties. Senior officials, including Chester A. Crocker, who has been nominated to be assistant secretary of state for African affairs, are ex-

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Nation Is Experiencing an Economic 'Slump' That Others Might Envy

By Frederick Alexander

CYO - When is an economic slump not shamp? The answer: When the economy stion is Japan's. For what Japanese eco-and business leaders are all too ready to as a "slump" or "slowdown" would, in ge of oil shock No. 2, be considered a sicture in virtually any other industrial

stider, for example, the objectives of the unic Planning Agency outlined in its pro-for the new fiscal year beginning on 1, which are not viewed as enrealistic by n economists. The government is hoping neve gross national product growth of 5.3 at in real terms, compared with 4.8 pern the year ending March 31.

s also hoping to hold increases in wholerices to only 4.1 percent, compared with sercent this year. And unemployment, a has stayed at about 2 percent for as long ryone can remember, is not expected to go and that figure in the coming year.

Greeted With Envy

decade ago, none of these figures would excited the Japanese, who were quite ortably used to growth rates in double. But since the quintupling of oil prices in .74, and the further doubling last year (in costing oil prices by more than 10 times pro 1073 levels), these growth and inflapre-1973 levels), those growth and infla-figures are greeted with envy by most of conomists and officials of other industrial

nor improvements in the productivity of is major industries, at the same time that levels have been held low, are responsible apan's superior performance in growth

and holding the line on inflation during the last two-years. Yet Japan's business community is clearly not satisfied with the situation.

The economic package worked out by the the economic package worked out by the Economic Planning Agency for the coming year is, in the view of many industrialists, insufficiently stimulatory. Moreover, the planning agency's plans to use 70 percent of available public works appropriations in the first half of the year is facing sufficient opposition in the Ministry of Finance and there is a in the Ministry of Finance, and there is a chance that the government program — thus pared of some fiscal impetus to economic growth — may leave industrialists even more frustrated than they are at present.

Real Wages Declined

One problem is that domestic demand has just not revived according to expectation. Japanese consumers have simply not been purchasing many of the high-ticket items - particularly automobiles and appliances - in sufficient volume to keep Japan's economy mov-ing at the higher rate business would like to

One reason for consumer restraint may be the expectation of continued inflation on the part of the average worker. Although Japanese consumer price inflation was only 8 percent last year (much lower than in the United States and Europe), that rate is much higher than in the past few years. More importantly, last year's inflation rate exceeded, for the first time in memory, the average wage increase granted to workers in the annual nationwide spring labor offensive." That means, in effect, that Impanese labor's real wages declined in 1980, for perhaps the first time in a generation.

tions of further inflation to come, the Japanese wage earner (perhaps unlike his American counterpart) has made greater efforts to hold on to what he already has. In a country in which consumer financing and credit cards are rare (and saving rates traditionally very high), that phenomenon is not surprising.

But it is displeasing to the Japanese, none theless. With domestic demand slack, the Japanese economy has had to depend on exports for much of its growth — particularly of such high-priced items as automobiles, which now provide 17 percent of the country's total ex-

That formula worked fairly well last year when exports of autos, electronics and other items boomed to industrialized nations in North America and Europe. But this year, with the threat of protectionist action in Europe and the United States in the background, antomakers are showing restraint in their shipments to familiar overseas customers.

A formal agreement with the United States could come at any time. The impact of such a restraint on Japan's gross national product is not hard to calculate: If Japan's auto exports decline 10 percent in 1981, that will knock 0.2 percent off Japan's GNP. Beyond that direct impact will be the ripple effect throughout the Japanese economy," says Chase Manhattan Bank's chief economist in Tokyo, Rikizo Komaki. "It could be substantial."

With all these factors in mind, many business leaders have been calling for further mea-sures to ease credit. That classical Keynesian monetary measure has already been tried a few

times in the past 12 months (at the same time that American rates were going up, incidental-ly) but with little impact so far on domestic

Besides, with the Bank of Japan's discount rate already at 7.25 percent — much lower than the Federal Reserve Bank's prime rate in the United States - there is a continued danger that the vast difference in interest rates will funnel a greater volume of funds out of the Japanese yen into the dollar. That would result in a weakening of the yen to the point where it could be highly inflationary to the Japanese

Monetary Action

Yet this seems the only appropriate action if only in continued moderation — that Japa-nese authorities can safely take in the short run. As George Murakami, writing recently in the Asahi Evening News, explains: "Because the government has decided that the prime need now is to get down the enormous budget deficit in order to ayert fiscal inflation, there will be little or no increase in public spend-

In short, with fiscal expansion out of the question because of an unprecedented government deficit — now higher than the total of Western Europe and the U.S. combined — the only alternative, for the moment, is monetary action to loosen credit restraints further.

Barring further sharp increases in the price of crude oil — a development which seems highly unlikely in the short run — there is room to believe that the Japanese economy will soon emerge from its current doldrums.

Because of continued sharp improvements in industrial productivity - Japan's ace in the

hole in these otherwise hard times - major Japanese corporations will be able to offer their workers more substantial wage increases in 1981 than they did last year. More signifiof surpassing this year's rate of inflation.

able income of Japanese workers will increa in 1981. And, as a result, consumer spending will improve to some degree in the months One big question is whether that increase in

spending will be sufficiently felt in the all-important domestic auto market. With sales of automobiles on the domestic market sagging, and many dealers in deficit, the pressure to export autos last year was acute.

This year, with protectionist pressure in the key U.S. and European markets on the rise, and few outlets for those surplus cars except for much smaller markets in Latin America, Africa and the Middle East, Japan's automakers are counting on the domestic market to pick up the slack. If it does not, and auto sales may well decline below expectations, which many Japanese consider already low.

Pressure to Export

If Japanese industry is still not completely hullish about its own economy, there can be no doubt that Japan's reputation as a highly productive economy continues to rise daily. Two significant, related indications of that during the past months are the continued strength of the Japanese yen, and the appreciation of the

Tokyo Stock Exchange.

Despite a sortie into the mid-200s (versus

the dollar) in mid-1980, the yen managed to rise rapidly again late last year. Now, at about 200 to the dollar, it stands close to its all-time high (175) on world exchange markets.

Productivity Growth Rate

Significantly, during past weeks, when the German mark has weakened substantially against the dollar, the yen has continued to hold its strength. That strength, according to observers, is undoubtedly a result of faith in Japan's superior productivity growth rate which results, in large measure, from increasing efficiency in using crude oil and its bypro-

The explosion of prices on the Tokyo Stock Exchange last year also provided ample evidence of the growing respect for Japan's economy in foreign lands. Without acknowledging precisely where the record influx of foreign funds originated, stockbrokers readily say that a substantial portion of the buying power behind last year's enormous price surge came from the petrodollar-rich countries of the Mid-

dle East: In particular, the Kuwaitis have been very active in purchasing such Japanese blue chip stocks as Hitachi, TDK, and the robot-builder

Futitsu Fanuc. Thus, ironically, while many Japanese industrialists and economists continue to "sing the blues" about the state of their economy in particular, sagging domestic demand — the rest of the world continues to sing the praises of Japan's industrial power.

And while the rest of the world complains that Japanese goods are too popular to love, Japanese businessmen worry that production levels will never achieve the heights they have

'The Right Product at Right Time'

)KYO — Less than a generation ago, the Japanese automobile was little known, less respected, around the world. Even nese consumers were convinced that, I they afford it, the longer, plusher, gasling models of the United States, or the : bizarrely sporty antos of Europe, were rable to their own modest products.

t times have changed. Last year, Japanese stry exported 5,966,961 vehicles (including 3), or fully 54 percent of its entire produc-Most of those were directed to markets in Juited States and Europe where, for a vaof reasons, Japanese cars have become

panese manufacturers claim they were as rised as anyone by the surging demand for product — up 20 percent in the United is last year, and 28 percent in the Europecommunity. "We just happened to have the product at the right time," says one auto-

Gas Prices Are Cited

s they tell it, the rising popularity of Japa-automobiles in the American market was much more to the sudden increase in the e of OPEC crude oil than to any "blitz" or tomic offensive on their part. When prices it local pump doubled in less than a year, American auto manufacturers were unable pply a sufficient number of fuel-efficient Japanese auto dealers moved in to fill the

ut fuel efficiency must be only part of the slem, especially if the success of Japanese ers in the European Community is consid-transport to high quality of Japanese is, their comparatively low price, and the illent after-sales network are, even more 1 in the United States, sales points, as in ope the Japanese are competing against loproducers well-stocked in fuel-efficient

ast year, when every local German manuurer saw car sales decline from those of 9. sales of Japanese autos in that market jed markedly, reaching 10 percent by early l. But the West German and American kets — where Japanese cars captured over sercent of the market in mid-1980 — were about the only major markets left entirely

a to the Jananese. he French government has set a quota of 3 geent of its market and, early this year, took raldTh



On the job in a Honda factory.

barriers" which in effect delayed the entry of several new Japanese models. Using a ploy well-known by Japanese government officials (who in effect keep imports of non-Japanese cars at home to less than I percent of the market), French officials refused to grant model certification to numerous Japanese models which for technical reasons, did not meet French standards. Japanese officials are enraged. "We are being made scapegoats for French President [Valery] Giscard d'Estaing's re-election campaign," says Mitsoya Goto, of Nissan's International Division in Tokyo.

Limited by British

The British, in their turn, have limited Japanese car imports to just over 10 percent of their market (although for a time they went beyond that figure), and the Italians have refused to let them in at all. Still, sales of Japanese cars in such markets as Switzerland, Ireland and Belgium have reached record propor-

The focus of attention in the Japanese auto industry remains, however, the American mar-ket. The question that looms above all others is whether the United States will take measures

to restrict the number of vehicles the Japanese ship their way. In Detroit, it is widely pre-sonned that the ills of the American auto industry - combined deficits in 1980 of over \$4 billion for the top three auto makers — are largely caused by the Japanese "assault."

Had the Japanese restrained themselves, and not taken advantage of the situation, the 30 percent unemployment figure for U.S. auto workers would not have arisen, claim the U.S.

The Japanese are convinced that their success in the United States is not the primary factor behind the financial and marketing failure of the U.S. companies. They argue, and the ruling of the International Trade Commission of the United States last November supports ment rather than Japanese "offensives" that them, that it was American auto mism resulted in the deficits.

'Compliant' With Unions

"If the American auto companies had not been so compliant to the needs of the labor unions, they would not now be in this mess," says one Japanese executive.

When the Big Three of Detroit enjoyed record profitability in the 1960s, they respond-

ed by raising the average wages of their workers to what some observers say were unrealistic levels. Furthermore, the auto unions obtained in their contracts "cost-of-living allowances" that were geared to inflation rates. So as the United States vecred into a long period of dou-ble-digit inflation in the late 1970s, labor costs

rose far beyond those of Japanese makers. Japanese auto workers may be the elite of the Japanese working class, enjoying small but comfortable homes in the suburbs. But they are paid far less than U.S. workers, so the average Japanese car costs \$700 to \$1,000 less to build - merely as a result of labor savings. Moreover, Japanese auto companies cut production costs by using more industrial robots to make their cars.

Japanese companies also argue that their high level of "quality control" assures their customers of the finest automobiles in the world. Certainly, the sloppiness that is found in the construction of many Detroit products is extremely rare in the Japanese auto world.

This level of quality has gained Japanese automobiles an increasingly loyal following in the United States and Europe. So, according to

(Continued on Page 8S)

R & D Gets a Big Push In Electronics Industry

By Robert Y. Horiguchi

TOKYO — With its span of vision spreading from esoteric cybernetics to mundane household equipment, the Japanese electronics industry seems to be poised to ride the crest of the predicted Third Wave in the progress of mankind.

Plans are being made to launch a 10-year program of research and development to build a "thinking" fifth-generation computer whose functions will closely simulate those of the

To achieve this, the Ministry of International Trade and Industry (MITI), which in the past has given lavish financial and other assistance to the industry, intends to organize a new R & D organization that will provide career flexibility and working facilities for the na-

tion's best scientists. This proposed center is planned to be comeletely different from other national institutes in that it will emphasize the development of a new "home-grown" technology in order to dispel the image that the Japanese are copiers. For this purpose it will bring scientists from universities and government-sponsored re-search facilities as well as private corporations

Drawing on Experience

into one cohesive organization

To do this, MITI is expected to draw heavily on the experience it has acquired in its \$225 million, four-year project to develop by 1983 very large-scale integrated (VLSI) circuitry for a so-called "super-chip" capable of memorizing 60 times as much information as the 64-kilobit integrated circuit in use in the most advanced large-scale computers.

In this area of large-scale main-frames, Nippon Electric and Hitachi are today neck-andneck in contending that they have developed the world's fastest computer. Hitachi recently laid claim to the title with its M-280-H model with a logic circuit that reportedly operates at a speed of 0.45 nanoseconds (billionths of a second). Both manufacturers assert that their respective products thus are faster than the IBM 3081 processor, the top-of-the-line offering of the U.S. manufacturer.

For its VLSI project, MITI assembled researchers from four competing major electronics firms and distributed information on how research was progressing to all of them, thus restraining incentives by the participants to develop technologies for their own company's benefit, as rival firms would automatically

have access to them. This experiment is seen as a breakthrough in Japanese scientific research practices, which have been plagued by fragmentation and comfrom different fields from working on joint

About 120 top-flight researchers are taking part in this program, which, so far, has spawned 1,000 patent applications. The "super-chip" is intended for use in so-

called "fourth-generation" computers, which are expected to make their debut before 1985. Meanwhile, the Japanese semiconductor

and integrated circuit (IC) industry, using state-of-the-art technology, is booming. If five years ago, Japan imported 75 percent of its semiconductors from the United States, the latter share of the local market has now shrunk to 50 percent.

Moreover, Japan turned from being an IC importing country to being an exporting country in 1979 when it shipped abroad \$442.5 million worth of these devices against imports of \$417.7 million. This represented a 2.1-fold in crease in exports over the previous year. Of these, \$184 million worth were shipped to the

United States. In 1980, total IC exports jumped to \$887.9 million, according to industry sources.

If California has its Silicon Valley and Texas its Silicon Plain, Japan's southerumost main island, Kyushu, is fast becoming known as Sili-

Newest IC Factories

It is there that the country's giants in the electronics field, such as Nippon Electric, Toshiba and Sony, as well as America's Texas instruments, have chosen to build their newest IC factories.

The reason given for this is that Kyushu offers a labor force of high quality, water with low mineral content and few impurities, and excellent facilities for shipments by air.

According to an estimate by the Tokyo office of the brokerage firm Bache, Halsey, Stuart and Shields, the construction of an IC plant with a 500,000-a-month output requires an investment of at least \$15.2 million. Nine major Japanese electronics firms increased the number of such plants in various parts of the country by 78 percent in 1979 and by 47 percent again in 1980 by investing an estimated \$749 million in that year alone, the firm reports.

Ichizo Yamauchi of the Nomura Research Institute explains this surge in IC plant investment as follows:

"As latecomers in the field, Japanese manufacturers considered it extremely important to sacrifice short-term investment efficiency and short-term returns on investment for the sake of long-term growth... They made bold anticipatory investments in research and develop-

(Continued on Page 9S)

Plant and Equipment Manufacturers Are Meeting Difficulties on a Variety of Fron

cheaper export loans provided by rival industrial nations, and growing pressure from Third World countries for technological transfer, Japanese plant and equipment manufacturers are hurting. In keeping with traditional practices, they are turning to the government to ease their aches.

Government and industry estimates forecast a decline in plant exports to about \$10 billion in the fiscal year ending March 31 from a record of approved exports of \$11.785 billion a year ago. This will be the first time that such exports have declined. Japan defines as plant exports any exports of machinery or equipment valued at \$500,000 or more.

According to OECD figures for 1977, the latest available, Japan ranked third, after West Germany and the United States, among plant-exporting countries, with 10.8 percent of the business worldwide. In that year, Japanese exports were valued at \$8.607 billion.

Japanese industrialists attribute this year's decline in plant exports principally to the aggressive sales campaigns mounted by their foreign competitors, backed by their respective governments.

Recent Failures

They point to the recent failures of Japanese bidders to clinch juicy plant and machinery contracts in Mexico, Morocco and East Ger-

The Mexican setback was a particularly hard blow as it came shortly after Rokusuke Tanaka. the Japanese minister of international trade and industry, had of-fered President Jose Lopez Portillo a loan in yen equivalent to \$740 million during a visit to Mexico early this year.

The Japanese bidders had their

eyes set on the sale of an estimated \$120 million worth of electric locomotives and signaling and commu-nications equipment for a \$700 million electrification project of a 350-kilometer stretch of rail line between Mexico City and Quere-

American bidders walked away with more profitable orders for the electric locomotives and the signaling system, while an Italian firm was awarded the overhead wiring and power transformer station contracts, leaving the Japanese with only a \$14-million deal for communications facilities.

The terms of credit that the suc-

TOKYO — Wedged between cessful bidders offered Mexico are nese plant exporters attribute their recent loss of two contracts in Morocco to the favorable credit terms offered by their French and British competitors in the form of "mixed loans" arranged with gov-erament support. These loans combine government and private

export financing.
One deal involved the construction of a wire rod mill for Sonasid. a state-owned enterprise, at Nador, valued at some \$190 million. The British bidder was successful when he offered a £17-million, 25-year credit at no interest with a sevenyear grace period, provided by the overnmental U.K. Export Credits Guarantee Department, combined with a private loan in keeping with the 1978 OECD "consensus" guidelines on annual interest rates and maturity.

The Japanese had offered a 10year Export-Import Bank buyer's credit at 7.5 percent interest.

million lubricating-oil plant and other facilities on a turn-key basis at Mohammedia, near Casablanca, to the French state-owned Technip company. The French offered half the amount needed to finance the project at 3.5 percent yearly interest for 25 years, with a seven-year grace period. The Japanese financing offer was far less favorable.

Two major Japanese trading companies that had joined forces to bid for a mammoth steel complex in East Germany estimated at \$1.5 billion were confident that they had the inside track, principally because of their technological advantage. They were due for a rude shock. Secretary General Erich Honecker of the East German Communist Party, on a visit to Vienna, abruptly announced that the project had been awarded to the Austrian Voest-Alpine company. The announced reason was that the Austrian bid was almost \$300

A Japanese group also lost in million lower than that of the Jap-the bidding for building a \$160 anese.

To add to their woes, China has recently abruptly canceled or suspended eight major contracts for the construction of 11 oil chemical and one chemical plant projects as well as the expansion of a huge steel complex with 26 Japanese contractors with an estimated total value of \$1.44 billion.

The Peking authorities ex-plained that this scaling down of their modernization program was necessitated by a re-ordering of their domestic priorities to cope with a \$7.38 billion budget deficit

However, observers attribute the Chinese action, which raised howls of protest in Tokyo, to the fact that Peking does not have the money to buy what it had ordered following its failure to achieve oil production and related foreign exchange earning goals.

The Chinese have promised to follow "international economic practices" to compensate Japanese manufacturers for their losses without, however, indicating how much they are willing to pay for opting out of the contracts.

Meanwhile, the Tokyo authorities are reported to be lending a sympathetic ear to industry requests for a revision of Japan's export financing practices so that ant exporters will be able to offer better loan terms.

Oil Crisis

Plant and machinery exports were counted upon to take up the slack in exports when the shipbuilding industry shrank following the 1973 oil crisis

With generous government fi-nancial help, the industry reduced its shipyard capacity by 40 percent, keeping its newest yards and closing its oldest. To avert across-the-board unem-

loyment, numerous shipyards then turned to the production of plant and equipment as a sideline. Hitherto, Japan has adhered to a policy of not extending loans on concessionary terms through its Overseas Economic Cooperation Fund for financing exports of production equipment. It also refused to lend to nations with an annual per capita income of over \$1,200 at

ODA (official development assist-These restrictions are now likely to be scrapped to enable Japanese plant and machinery exporters to

offer prospective foreign custom-ers "mixed loans," as some other

countries are doing. The Export-Import Bank is also expected to relax rules that are held to hamper the financing of plant exports on a small scale, that valued at less than \$100 million. The bank now provides suppliers' credits for plant exports at annual interest rates ranging from 6 to 9 percent with maturities of two to 10 years.

Another problem plagning Japa-nese plant exports is the growing trend among developing nations of making technological transfer a condition for the purchase of uioment.

No longer are a number of such countries satisfied with having Japanese manufacturers supply

put them into operation on a turnkey basis. They are requiring the manufacturers to allow their own engineers to participate as "trainees" in the entire production process in Japan, from the drawing of design blueprints to the comple-tion of the equipment, including the machining of necessary parts, their assembly and testing.

Language Barrier

Japanese manufacturers are reluctant to agree to these conditions on the grounds that it means divulging not only their production know-how but, at times, jealously guarded proprietary industrial

Another obstacle facing manu-facturers in accepting such "train-

their products, install them and ces" in their facilities is the language problem. The latter have either to be taught rudimentary Japanese technical terms before they leave their home country by teachers sent from Japan - a process that takes at least six months on a two-hour-a-day, five-day-a-week basis, or being assigned interpret-ers on the job when they take part in various operations in the production process when in Japan. Either way, this is costly and in most cases the Third World countries

expect the Japanese supplier to bear the expenses. This problem is further aggravated when the trainers come from Francophone countries, mainly those in Africa. The Japanese are more familiar with Eoglish, as their technological knowledge was speaking autions. Morec quate interpreters who ar with technology are in a ply and consequently ver

Compounding these Japanese manufacturers : deliciencies in academ ground and in practical e often found among engin developing countries. Tr ciencies prevent them in absorbing the sophisticat how that confronts them nese (actories,

However, manufacture creasing numbers are lin they have to deal with mands for training if the

'The Right Product at the Right Time'

many analysts, it is doubtful, even after they produce a sufficient number of fuel-efficient cars, whether American automakers will be able to regain the patronage of many buyers who now drive Japanese products.

The success of the Japanese car in recent years is all the more remarkable, given the fact that the Japanese yen has dramatically appreciated of late.

Only a few years ago, it hovered between 280 and 300 to the dollar, but it has since soared to around 200 to the dollar. This appreciation makes Japanese autos — and other exports - much more expensive for foreign purhasers. Only "rationalization" measures which serve to cut costs — automation and energy-saving measures — have allowed the Japanese automakers to stay competitive despite the surge of their currency.

Despite their success, Japanese auto makers and observers of the auto scene are increasingly uneasy about the future. On the one hand they face the prospect of a tide of protection-ism in the United States as well as in Europe. "orderly marketing agreement," or some other form of trade restraint between the United States and Japan, is quite likely -- especially if the American auto industry does not make a dramatic turn for the better.

Dangerous Precedent

Such an agreement would not only limit Japanese exports to the United States, but would threaten to spill over to other trading partners. "A restraint agreement with the United States would set a dangerous pre-cedent," says a Nissan executive. "This is one thing we would like to avoid at all cost."

On the other hand, the Japanese auto mak-

ers are caught on the horns of a domestic dilemma. With the Japanese auto market also stagnating - sales and registrations at home

are slack, and many dealerships are in deficit — they are under increasing pressure to ex-port. In the past, the Japanese have usually been able to balance off weak export perfoxmances with strong domestic sales records, but this year, it looks as though they face the prospect of stagnation or decline on both fronts.

At least one Japanese producer, Mitsubishi Motors, which is 15 percent owned by Chrysler Corporation of the United States, faces another unpleasant prospect: It has come under increasing pressure from American offi-cials to rescue Chrysler, by purchasing all or

part of the parent company.

Considering the fact that Chrysler nurtured
Mitsubishi Motors (as other U.S. auto companies nurtured Japanese auto makers when they were in their earliest stages of post-war production), that seems not an unreasonable re-

Brink of Bankruptcy

But now that Chrysler is on the brink of bankruptcy, Mitsubishi would like to distance itself as much as possible. The Japanese firm is also irked by the fact that Chrysler has been more aggressively marketing its own, new faciefficient cars (on which it makes a higher profit) in the U.S. showrooms that it shares with ditsubishi Motors.

Mitsubishi is also likely to frustrate U.S. policy makers who are urging it to buy or merge with Chrysler, because Mitsubishi management takes a dim view of Chrysler's product line, and its chances of its renewed success, even under Japanese management. As one Japanese executive puts it: "Who wants to buy a dying man?"

Given the fate of other auto makers, the Japanese should consider themselves quite for-umate. With most of the world's big car producers in deficit, the worst the big Japanese makers have to report is a slight decline in

flecting the company's efforts to se-exports to the United States. Last ye ta's earnines declined some 23 percen-Toyota executives say that they can for some of the shortfall already beathe U.S. market, but the kinds of cars sell instead, to markets in the Near Latin America, are lower-priced, low margin vehicles. Moreover, a Toyota admits: "America is a comfortable Advertising and promotion activities World countries are much more dillia.

One highly touted, long-range so Japan's embarrassment of auto rich internationalization of Japan's auto Already, there are clear signs that auto makers are moving to product number of their vehicles overseas, n what the consequences for Japanese

Honda has already made plans to-hicles in the United States, and Ford trying for months, to persuade Toy (maker of Mazda) or even Toyota to in production facilities. Nissan, which has a pickup truck plant in Tennesse working on a feasibility study which say, indicates good chances of success duce in the United Kingdom.

Unfortunately, every solution leads problems. So Nissan's talk of a Bri plant, welcomed enthusiastically by government officials, is being vis French and other continental auto ma ciever Japanese effort to enter though door of the Common Market, a n would further hurt French and Ger

This announcement appears as a matter of advertisement only.

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shas, in Kyoto. Whip on plate is for blending different teas.

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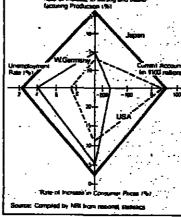
True, Japan does not have an ounce of ore it can call its own, but it more than makes up for it with a ton of technology. That is what makes it such an attractive market to foreign

The answer lies in the 'magic square'.

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against one another, you end up with a square. And the bigger the square, the stronger the economy. In Japan's case, weighing all the

key factors produces a large, wellbalanced figure. This we like to refer



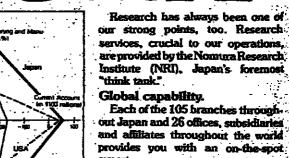
to as the 'magic square'.

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oreign Banks Are Challenged

7 Stephen Bronte O - Foreign banks have r had an easy time operaches in Tokyo. Now that Japanese city banks are their way into the foreign fraditional markets, the Il get rougher still. In rethe foreign banks are g a counterattack into for domestic loans and that until now have been also exploring some new nat the Japanese banks it, or would not, touch. n currency denominated

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domestic Japanese corpo-known as "impact" loans of their favorable impact have long been one of the banks' staple products. in's balance of payments ee large American banks, Manhattan, Bank of Ameri-Citibank, at one time deon these loans for 40 pertheir Japanese business, foreign branches derived wo-thirds of their business meact loans. The field has foreign monopoly since then Japanese banks were

from extending impact in June, 1979, the Ministry ance delivered some bad n foreign banks. As part of defense package, it authoripanese banks to resume eas extended to long-term loans in March, 1980.

Japanese banks lost no time into the newson hined up cash-short trading nies and top-grade heavy inl companies looking for escape the Bank of Japan's intening grasp on the monoly. Long-term impact loans ed by Japanese banks grew 92 million the first mouth ere liberalized to \$397 mil-

the following May. r a new foreign exchange applifying procedures for imans went into force in Der, 1980, such loans soared to ilion. In the meantime, long-npact loans by foreign bank e \$150-\$250-million per range they had stagnated at ir before.

icially, the Ministry of ce decontrolled impact loans omote capital inflows. But are from the Japanese banks

also appears to have played a role. Since the 1973-74 oil crisis, Japanese corporations have been steadily paring down their bank loans to reduce interest payment burdens and cut overall operating expenses. For the banks, this has meant steadily shrinking loan demand from many of their most import-

To offset these losses, the banks having been twisting arms at the Ministry of Finance for permission to enter new markets. By opening up impact loans, the ministry could profit by making a politically important concession to the banks, and speed up the reform of Japan's archaic interest rate sys-tem, long a sore point with foreign financial institutions and governments alike. Lost in the shuffle were the interests of Tokyo's foreign bank branches.

Why have Japanese banks prov en much more successful at lending dollars than U.S. banks? Because they will do it much more cheaply. Long-term impact loans extended by the Japanese banks have carried mere 1/4 percent spreads, while short-term loans have gone for a scant 4 percent over the cost of funds. Managers of Tokyo's foreign banks say they lose money when they extend loans with less than ½ percent

The headache for foreign bankers is that by losing the market for impact loans a lot of other business will go down the drain, too. When foreign banks enjoyed a monopoly in impact loans, they possesed a valuable entry to large companies not normally interested in the services of foreign banks. Foreign banks could, for example, count on picking up a lucrative foreign exchange deal once an impact loan was signed. So losing an mpact loan means losing a foreign exchange deal, too.

In looking for new business lines to pursue, foreign banks are going to have to overcome some form-dable barriers. Larger Japanese corporations that foreign banks prefer to deal with are usually members of large conglomerates built around Japanese city banks. Frequently the chief finance offi-cers of these corporations are men seconded from the main bank who are not interested in expanding relations with a foreign competitor.

But Tokyo's foreign bankers are

advantage of a number of other reforms permitted by the govern-ment that have somewhat improved yen funding options for

foreign banks in Japan. Most significant has been the extension of yen refinance facilities to foreign banks by the Bank of Japan since February, 1980. The three large American banks are being allowed to borrow 4 billion yen (\$20 million) each and the smaller banks up to 500 million yen (\$2.5 million) at a highly attractive 4 percent over the official discount rate.

The steady liberalization of Japan's short-term interest rates since June, 1978, has broadened the bill discount market, an important source of yen funds for foreign banks. The Ministry of Finance is now viewing applica-tions for new branches and representative offices more favorably than it has in the past. That will bolster the bank's abilities to collect more yen deposits. In May, 1979, foreign and Japanese banks were allowed to issue yen-denomi-nated certificates of deposit for the first time, and foreign banks were given access to the short-term "gensaki," or bond repurchase

market.
Larger and more reliable sources
of yen funding will let foreign
banks launch an assault on the domestic yen loan market, long the stronghold of the Japanese banks. It has also opened up opportuni-ties in areas where the large Japanese banks have yet to venture. The recent proliferation of foreign consumer finance companies in Japan, many of which are affiliated with foreign bank branches here, is just one example of the foreign banks' new pioneering spirit. Foreign bankers point to other

fields where there is room for expansion. The new foreign exchange law has laid the foundation for the considerably larger and more active foreign exchange market in Tokyo. Many foreign banks are already gearing up for the en-hanced interbank dealing opportunities that a more mature market will bring. Others say their branches will be focusing more on corpo-But no matter how aggressive a

stance foreign bankers adopt in their pursuit of new business in Japan, even the optimists admit that it is unlikely that they will ever get not yet willing to throw in the towel Instead, they will try to take share they now possess.

The Frayed China Connection

By Gregory Clark

TOKYO - From boom to bust in less than 12 months might be an exaggrated de-scription of Japan's economic relations with Peking, but not much. In December, 1979, then-Prime Minister Masayoshi Ohira announced in Peking a \$250-million aid program for China and commercial credits worth \$8 billion. In February. 1981, China canceled a series of plant contracts with Japan causing losses to Japanese compa-nies put at \$1.5 billion.

What went wrong? The official Chinese explanation places the blame on over-optimistic estimates of China's ability to industrialize. After contracting for everything from a fully-integrated iron and steel plant near Shanghai to several dozen chemical plants scattered across the country, the Chinese found they had neither the money nor skilled personnel to complete

To prove it, they have cut their national budget by more than 10 percent and the industrial investment component by about 45 percent.

But there have been hints that a power struggle in Peking could be part of the reason, with cancellations and cutbacks part

of an attempt to further discredit the former Hua Guofeng ad-

Vague Promises

The Japanese, shocked by the way in which they were in-formed of the cancellations -in some cases with little more than a curt letter in English — have made their displeasure clear and have hinted at reappraisal of the whole relation-ship. The Chinese have responded with vague promises of com-

pensation.

The situation remains in a stalemate, with some liberalminded Japanese calling on their country to make a noble gesture - further credits to help ease the plant cancellation pain - as compensation for World War II damage. (Chica waived all claim for war reparations when relations were normalized in 1972.) Few expect Peking to come up with adequate compen-sation, and most of those caught with canceled contracts are blaming themselves for getting caught up in the China euphoria of the late 1970s.

Japan seems willing to go ahead with its promises to China. Most involve port and railway building to allow China to expand coal exports, something that is just as much in the Japa-

nese as the Chinese interest. Trade relationship also seems unaffected, with the total of experis and imports up a large 41 percent last year over the previ-ous year's level to \$9.4 billion.

pan reached \$800 million.

However, hopes that China would become a major supplier of oil to Japan are fading. China currently exports around 8 mil-lion tons of oil to Japan annually, but rising domestic demand in China and slow development of new reserves suggest that even this level of export might falter. Exports this year have been cut to 160,000 barrels a day, or 14 percent below the level set in a 1978 agreement. In 1979 the Japan National Oil Corporation signed an agree-ment with the Chinese to help prospect and develop undersea reserves in the Bohai Gulf.

Slow Start on Credits

As with many of the other aid and credit agreements with Pe-king, the Chinese have been extremely slow in getting started Very little of the \$8 billion of-fered in commercial credits has been taken up, and the Chinese rates are too high (LIBOR plus 0.25 to 0.50 percent). Hopes are fading that bilateral trade will reach the \$20-30 billion level by the 1990 end of the 1978 longterm trade agreement.

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More unsettling are indirect Chinese claims that the Japanese plant and technology of-fered to China during the boom years were overpriced and un-suitable for Chinese conditions. There is no explanation of why China accepted such unfavorable deals at the time, but the hints of under-the-table horse trading remains plain.

Nor has there been much progress in the other area of bilateral economic relations: joint manufacturing ventures in China Several ambitious schemes to join with the Chinese to create electrical goods and electronics industries have been proposed, particularly by veteran Japanese industrialist Kono-Matsushita. But apart from a Peking-duck restaurant scheme, little of note has mate-

The Japanese say that in addition to the problems caused by China's current economic slowdown, the conditions on which the joint ventures would be set up and run remain very vague. No clear guidelines exist for profit calculation and taxation. The degree of Japanese control also must be spelled out.

One form of industrial cooperation which has worked out well is compensatory trade. Based on the pattern set by Western European companies operating in Eastern Europe, the Japanese offer technology and machines to selected Chinese factories and assist them in production of goods required by the Japanese market. The goods are then accepted in payment for services rendered.

To date, most successful examples have been concentrated in textile goods, particularly from the Shanghai area. But the Chinese have suggested several hundred new projects covering everything from optical goods and watches. One Japanese complaint with the scheme so far is the problem of quality control, and much seems to depend on selection of the factory to handle the work and subsequent supervision by Japan.

One important Japanese gesture has been the extension to China of its perferential duties system, which went into effect in April, 1980. It has helped the Chinese greatly in their competition with other Asian nations for a slice of the lucrative Japanese market in labor-intensive goods and raw materials.

R & D Gets a Big Push in Japan's Electronics Industry

(Continued from Page7S

ment as well in plant and equipment, continually introducing the

most up-to-date facilities." The 'Money-Eaters'

As a matter of fact, the first Japanese ventures in IC manufacture in the early 1970s had dismal results, the plants being dubbed

But this is no longer true. Toshi-ba, Hitachi and Mitsubishi Electric all credited their strong sales of high-profit and high-value-add-ed products, such as ICs, in helping them chalk up increased profits during the first half of fiscal 1980 that ended last Sept. 30.

As Japan's electronics manufacturers are thus gearing up for an IC assault on world markets, they are continuing to heighten their

dominance in the video tape recor-

VTR exports in 1980 on a Customs clearance basis amounted to \$2,142 billion for a 99.6 percent growth over the previous year. with 3.44 million sets being shipped abroad for an annual increase of 106 percent.

Of these, 1 million sets were exported to the United States for a 52 percent increase over 1979, while 1.3 million units (2.5 times the previous year's figure) went to European Economic Community nations, the remainder being directed to Middle East and Latin

American markets.
Japanese VTR manufacturers
now are credited with controlling 90 percent of the world market, their two major competitors being Philips in the Netherlands and Grundig in West Germany. Last year was also a banner year

for exports of color TV sets. These totaled 4.65 million units for a 58 percent increase over 1979 and were valued at \$1.376 billion, a 41 percent growth. This was the largest recorded export figure since 1976, when 5.3 million sets were

Although TV exports to the United States decreased, those to the EEC rose, on the contrary, by 40 percent, with shipments to West Germany jumping 84 percent from

Japanese manufacturers of household electronics, however, are not resting on their laurels. They are busily devising new ways to tap consumers' pockets.

With an eye to the future, they have begun introducing in the domestic market what they call "component TVs."

They are offering for sale, separately, TV monitors, channel selectors and speakers, from which the consumer picks out the compo-nents he wants and then plugs them into each other.

Integrated System

Under this formula, the owner of a stereo audio system can plug in a TV monitor to convert it into an integrated home entertainment system that will play video and audio discs and tapes, and receive both visual and audio broadcast

The manufacturers assert that with components, consumers will not have to junk their old sets every time a technological advance

When stereophonic TV was introduced in Japan in 1978, they re- end.

made obsolete. Their argument is that when cable or satellite reception increases the number of channels available, the buyer will only have to replace the tuner and not the whole box-like TV set of today.

This component approach will also facilitate the eventual conversion of the home entertainment system into a two-way receivertransmitter for use with Teletext information systems when these come into general use.

Another product being marketed is an audio record player with a dual pickup that avoids the need of the listener to turn over the record disk. The device, controlled by a micro-computer chip, automatically starts playing the other side of the disc as soon as the recording on one side comes to an

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Japan Adjusting — Slowly but Surely — to Its Expanding Role in International Affai

By Roger H. Schreffler

TOKYO — The developing world and the entire process of modernization — social, politi-cal and economic — has been an enigma for policymakers in the West since it was decided some 30 years ago that it was in their respective national interests, in an effort to counter advances by Communist bloc countries, to cultivate relations and seek the loyalty of the world's unchosen ones.

In their endeavors, however, the entire range of questions concerning such things as national aspiration levels, deprivation (relative and otherwise) and the need to erve certain "old world" values in the face of a frontal attack on traditional beliefs has more product - the Far Eastern eco-

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possibilities of the yen. Particularly

out projects in various parts of

times than not eluded the good-intentioned - and sometimes notso-good-intentioned - proselytizers from the West.

Although Japan was one of the earliest postwar converts - and beneficiaries - of this sort of nation collecting, the Japanese themselves have for the most part refrained from taking an active role in trying to convert the developing world to the advantages of democracy, or for that matter, any particular political ideology, choosing instead to stay in the background so as not to antagonize or anger potential trading partners.

However, with its newfound wealth — the Japanese economy accounts for roughly one-tenth of the world's total gross national

The yen's possibilities.

Over the next five vears Japan is

planning to double its economic aid to more than \$20 billion.

nomic giant can in the years to come be expected to play a more positive role in international affairs than ever before, and increasingly promote its own low-key ver-sion of conducting international

Over the next five years Japan is

planning to double its economic aid to more than \$20 billion. However, in terms of the ratio of official development aid to GNP, Japan still ranks rather low compared to most Western industrial nations, and there has been an increasing call for the Asian economic giant to assume a greater share

The newly appointed president of the Overseas Economic Cooperation Fund, Takashi Hosomi, recently stated that Japan most in-crease its official developmental assistance "not only to help devel-oping countries but also to relieve some of the burdens of other major industrial countries?

Increasingly in recent years, leaders from both the public and

private sectors have called on the nation to play a more influential role in world affairs, one that befits a country having the world's second largest gross national product. One area where Japan has some potential is through helping to mediate conflicts - particularly regional affairs - by using the country's vast economic might as a

political tool to gain some leverage

over recalcitrant nations.

A case in point surfaced recently on Japanese Premier Zenko Suzuki's 13-day tour of the five Southest Asian nations that make up ASEAN (the Philippines, Indonesia, Singapore, Malaysia and Thailand), which was viewed by many as proof of Japan's new, more positive role in international

Throughout the nearly two-week visit, the Japanese premier, at least on the issue of Vietnam's 1979 invasion of Cambodia, aligned Ja-pan closer with ASEAN than any previous Japanese leader. Japan, which in the past has sought to promote friendly relations with "all countries" regardless of ideology, angered and frustrated its ASEAN neighbors when it then later froze it.

With the recent clarification of official policy on the Cambod question emerges a growing belief that the frozen 14 billion yen in aid might be used to help bring about a Vietnamese troop withdrawal

Changing Relations

ASEAN nations, despite having feelings of resentment that go back to Japan's wartime behavior in the region, nonetheless generally admire Japan for what the small, resource-poor nation has been able to accomplish in challenging and surpassing most Western nations in one industrial area after the other. And although Japan and the ASEAN Five appear to be linked by common ideology, race and mutual interests in economic and geopolitical questions, the ASEAN nations have been frustrated at never having been able to win Japan's strong support and interest.

was that many of Japan's economic and political concerns were tied to Europe and the United States. Now, in spite of the fact that Japan has a clear interest to help de-velop Southeast Asian resources

tion has turned to strengthening ties with its powerful neighbor,

Traditionally, in pursuing devel-oping world ties, Japan has given higher priority to the nations of Southeast Asia and the Pacific region. Because of their abundancy of resources (timber and petroleum, for example), Japan has been able to exploit the nearby raw ma-terials to help keep its industrial machine running at full steam.

The region has also provided a natural marketplace for such com-modities as motorcycles, heavy equipment and so forth. In fiscal 1979, for example, Japan had a nearly \$17 billion trade deficit with the five members of ASEAN largely because of substantial oil imports from Indonesia and Malaysia. And, the trend can be expected to continue, with some modification, in an energy-short

After the Crisis

In the past, many countries in the region have felt that a considerable portion of Japanese invest-ment has been tied to Japan's own industrial interests rather than the needs of the host countries, and Since the world's first of in 1973, Japan has been for re-evaluate its relations was politically unstable Middle in particular, Japan finds it a difficult situation with t rich Gulf, having to balance ten conflicting views of its ally and protector, the States, with those of the Ar producers from which Jap. ceives about 80 percent of petroleum imports and 60 p of its total yearly energy supp

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The "fragile giant," as Zbi Brzezinski once called Japa dorsed any policy that would tension in the region at a min and not threaten the nation's oil supply line.

The war between Iran and is a case in point. Not only dis pan virtually lose two of its E export markets of recent years with the closing of Iraqi por lost a major source of oil, as was supplying Japan with aborecent of its national annual contents.

Fear of a nationalization of anese investments in Iran as a suit of the Iranian revolution one of the reasons the Japa government recently initiated gotiations with the nations.
ASEAN on agreements to gua.

this can also be expected to

By Gregory Clark

POKYO - One out of every four Japanese — or about 27 million people — is enrolled in an educational institution, offering proof of the importance the Japanese continue to place on education as the major means of maintaining their resource-lacking is-lands as one of the world's power-

This figure does not include the many millions who each year go through intensive in-house training courses in Japanese businesses.

In addition to the millions in Ja-pan's six-year elementary schools, three-year middle schools, threeyear secondary schools and universities, about 2 million go to kindergartens. Education in Japan is

Educational System Continues to Get High Priority

But for most, middle school is just the beginning. More than 90 percent of middle school graduates go on to secondary school, and just under 50 percent of secondary school graduates go on to universi-

Despite these impressive figures, criticism of Japan's educational system remains heated, much of it focused on the so-called examina-tion 'hell.' In Japan's group-oriented and highly competitive society, much attention is paid to the place in which one receives one's educa-

Graduates of the prestigious Tokyo University, in particular its law-school alumni, are virtually

compulsory, and free through the end of middle school. of Japan's top bureaucrats today graduated from there.

Parents will do anything to get, their children into well-known universities. At times this has gone so far as back-door payments of thousands of dollars, but for the most part it involves forcing children through a series of progressively more difficult examinations.

To pass the entrance exams of a good university one must have gone to a good secondary school. To get into a good secondary school, which also has its difficult entrance exams, one has to have gone to a good middle school. And so on, all the way down to kindergarten. Even kindergartens have strict entrance tests to weed out the less gifted.

One result of all this is the juku guaranteed a free ticket to the top echelons of Japanese society. Most or preparatory schools which offer, system. Juku are private cramming

for each of the various exams. I mates suggest that at least hal Japan's schoolchildren will en at some time or other at a juku day after normal school hours i paring for exams.

Entrance exams have become difficult that even the bright child cannot pass them simply the basis of what he learns i normal school. Each year bring: crop of suicides as young Japar agonize over the loss of career tential and the shame they h brought to their families in fail to win acceptance to an elite 1

Given this effort to pass exa one would expect standards to fairly high and to some extent t is true; on a direct year-to-y.

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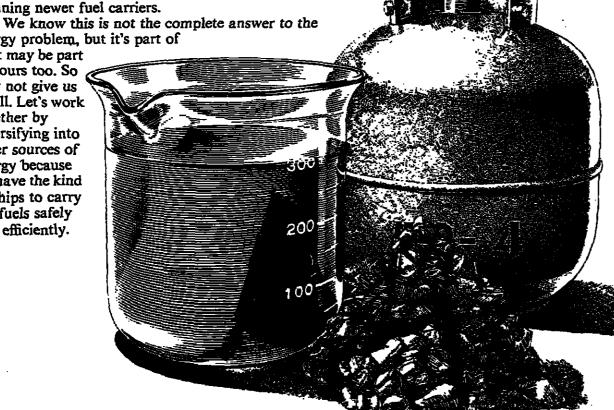
Interpolation of the same of th NYK has these types of ships in service now. More are planned as energy needs change

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Landesbanken, which concentrate on

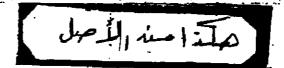
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mazing thing about the imbun's computerized ophowever, is its wholesale ion to the production of ions daily with a total cirof 6.5 million morning aing newspapers in Tokyo

rolls are delivered to Asahi Shim-bun's building, computers take over, storing and then delivering the rolls automatically to each printing press before it runs out of

The fire prevention system is computer-controlled and security guards watch banks of computercontrolled television screens for unwelcome intruders. Even the venetian blinds are computer-controlled, automatically adjusting themselves to temperature

The 32 high-speed rotary offset printing presses, capable of print-ing 150,000 copies of 24-page newpapers an hour, are also computer-

Once off the presses, the newspapers are counted, stacked, ad-dressed, wrapped, tied and deliv-ered to waiting trucks under com-

The heart of the Asahi Shim-bun's system is NELSON, an acronym for New Editing and Layout System of Newspapers, which took the newspaper 10 years to develop in collaboration with IBM.

NELSON is a fully computerized pagination system permitting the editing and composition of full

Many newspapers in the United d a national circulation of States and in Europe have switched to cold type and pagina-

pers in the United States, has as yet succeded in inputting graphics into its pagination processes.

The Asahi Shimbun's NELSON permits direct inputting of all graphics, including advertising illustrations, news photos and beadline cuts — a feature of Japanese newspapers in which headlines are not simply black type on white paper but are set over intricate designs.

Two other Japanese newspapers have also adopted pagination, the Nihon Keizai Shimbun, a national economic newspaper, and the Shinano Mainichi Shimbun, a local newspaper published in Nagano in central Japan. Neither paper, however, has succeeded in putting news photos into its page-makeup computers. They are still fitting in news photo negatives into the final full-size negatives produced by their pagination computers.

About 20 percent of Japan's newspapers have switched to coldtype systems, but none is as adanced as the Asahi Shimbun, or Nihon Keizai and Shinano Maini-

Hand-Written Copy

Despite these advances, Japanese newspapers, ironically, still

ty of the Japanese language, which consists of thousands of Chinese ever, die-hard attitudes and labor ideographs, two different sets of 51 syllabaries each, the Roman alphabet. Arabic numerals and punctua- devices, tion marks both Western and Jap-

Dictation, therefore, is the basic way in which news is sent in by the reporter to his head office, but greater and greater use is being made of high-speed facsimile transmitters, capable of sending a

Most Japanese newsmen dispatched abroad, however. omanize their copy when filing via telex or leased lines to the head office, but here again, the trend is to use high-speed facsimile

The Kyodo News Service, Japan's top news agency, has developed a system that permits its computers to convert 90 percent of the Romanized Japanese copy filed by its correspondents into Japanese, with the remaining 10 percent requiring manual transla-

It is, therefore, theoretically possible for Japanese newspapers to adopt Western electronic writing devices, such as visual display terminals (VDTs) with keyboards, on

union resistance preclude any early adoption of electronic writing

Thus in Japan the computerized production process starts with operators punching out band-written copy on complicated keyboards. consisting of as many as 184 keys. each with 12 characters, for a total of over 2,200 characters. A specialized keyboard with 6,700 characstandard page of 150 characters in ters is available for infrequently used characters such as Chinese and Korean place names and personal names.

> Once the copy is punched out on perforated tape and simultaneously stored in computers, the production and pagination process of

Japanese newspapers pretty well follows the Western pattern. The exception to this is the Asahi Shimbun's use of IBM scanner/plotters to scan news photos and put the signals into its NELSON host computers, two giant IBM 3033 MP units. The news photos can be screened, sized and

Full-Page Negatives

cropped electronically.

Similarly, headline cuts, produced on a separate system, are stored in the host computer. Only the advertising copy, including illustrations, is stored in a separate system and is only "docked" with the editorial content of each page when full pages are transmitted to facsimile receivers in Asahi's printing plants in various parts of Tokyo or in other cities in Japan.

The facsimile receivers produce

full-page negative films, which are by Asahi Shimbun at almost every fed into automatic platemakers capable of producing four aluminum plates a minute. These plates, each weighing only 180 grams, are delivered by a computer-controlled process to the rotary presses.

The production process is moni-tored by a Process Control System. which consists of two Hitachi minicomputers and 85 videocolor dis-play terminals. The terminals, each of which has 12 channels, are located at control points along the production line.

The system provides real-time information on the number of pages on which pagination has been started or completed, the number of copies printed or still to be printed and the number of bundles of papers already loaded or still to

In this way, computers are used

stage of its production. In fact, in addition to the two giant IBM 3033 MP computers in its NEL-SON system. Asahi Shimbun has two smaller IBM 370/157 computers and a total of roughly 40 minicomputers in operation.

Asahi Shimbun's computerization program has meant the loss of 600 jobs as a result of the shutting down of its hot-metal operation. Not a single person has been fired, however. All the employees have been retrained and assigned to other jobs. The manpower saving. Asahi Shimbun says, will come through attrition.

Asahi Shimbun officials are confident that the computerized pro-duction system will provide the groundwork for Asahi's "next 50 vears" of continued prosperity.

lucational System Continues to Get High Priority

nimued from Page 10S)

ison Japanese pre-universiants are said to be as much o three years ahead of their a counterparts, particularly ematics and natural sciencainly Japanese children rewith their parents from rays in foreign countries ormous problems adjusting igh standards.

most Japanese educators that a reliance on rote and cramming does great to creativity, and many ties are moving to include ws and essay writing in

ry Students Lose Interest y students, when they final-

admission to the coveted ity, quickly lose all interest demic study. Graduation is with a good company.

Unlike the universities, companies have little interest in past academic achievement. What they want are recruits with the right personality and connections to become effective team members. Some even boast of going out of their way to avoid study-minded graduates. Few graduate-school diplomats, apart from those in the natural sciences, can expect to get jobs in private enterprise.

Added to all this is an ideologiwar authorities set out to democratize Japan's education system they unleashed some forces which the present conservative government would like very much to see controlled. They would like to weaken

Claiming the support of almost half of Japan's teachers, Nikkyoso has assumed responsibility for keeping the government out of the classroom, even resisting attempts to introduce textbooks that seem to support government positions. Many of Japan's conservatives blame the organization for the alleged weakness and lack of spirit in today's Japanese youth.

The conservatives also blame the teachers for a recent outbreak of classroom violence. They want a cal problem. When the U.S. posttion of prewar years, though in fact much of the violence comes from rightist, quasi-fascist gangs that recruit among school dropouts.

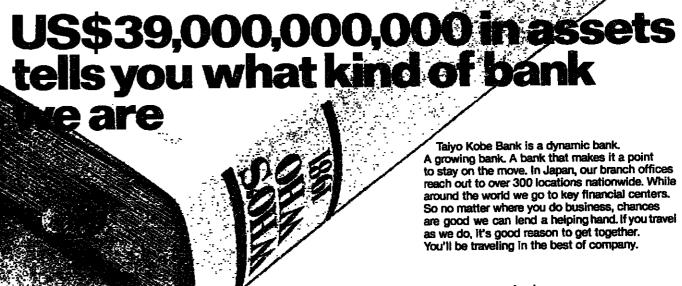
The most surprising result of the in particular the power of the left-

almost automatic, and the princi-pal concern for most is to get a job ers Federation.

leaning Nikkyoso, or Japan Teach-a generation which seems more Japanese than its parents. Despite the fierceness of the entrance examination system, the overall education in Japan is extremely group-oriented and egalitarian. Elite education is discouraged. Few are flunked on year-end exams.

> The overall philosophy is to do everything possible to turn the school into a basis of group identity, raise the average level and discourage individual distinctions. And these attitudes carry through after graduation. Recent tests have shown surprisingly and conclusively that, for the young Japanese today, group cooperation and rela-tionships are just as important as they have always been.

Given the success of this approach, who can blame the Japanese for wanting to continue it?



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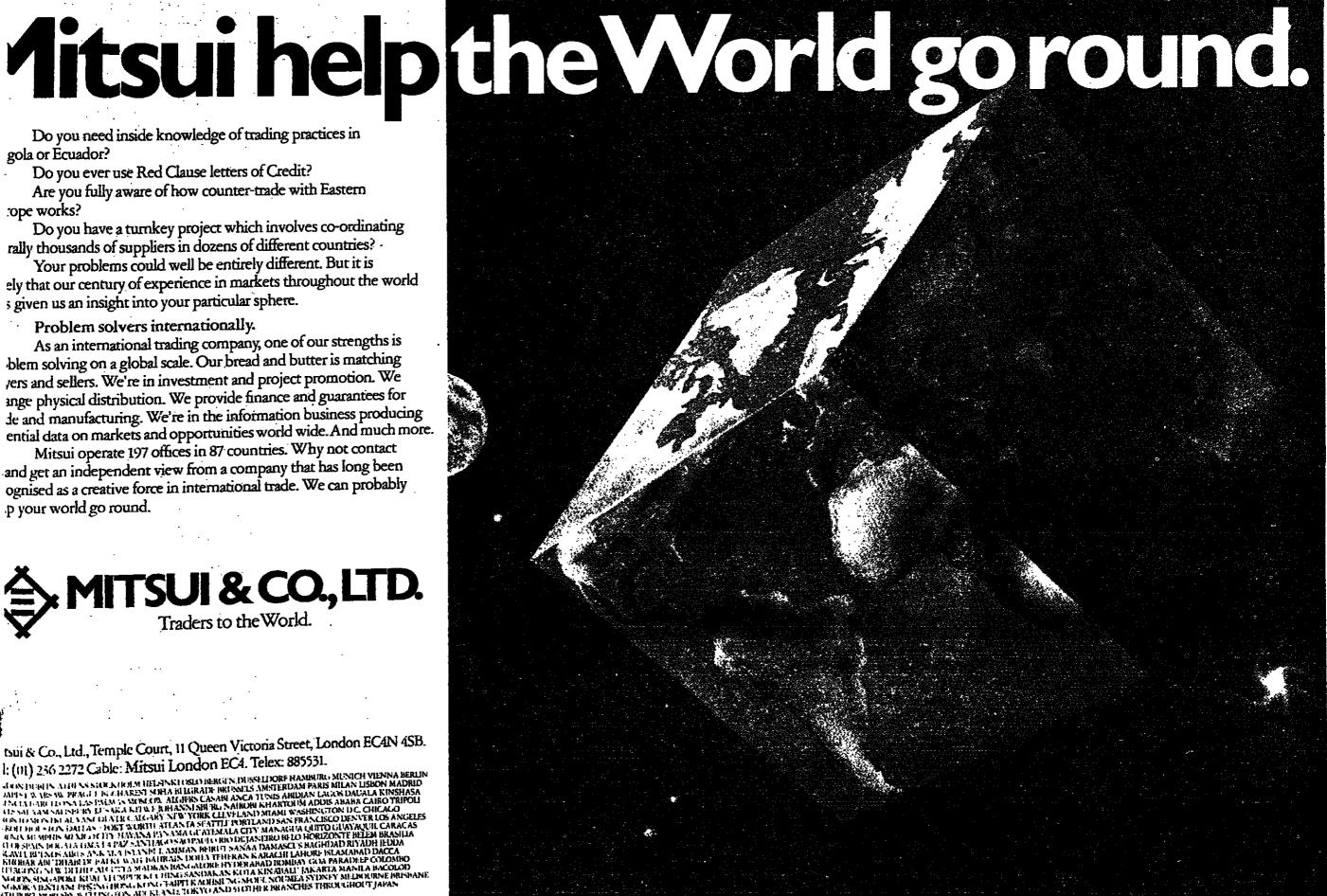
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Sanwa continues to expand its international activities.

Sanwa's international activities are worldwide in scope. A good example of this fact is the bank's recent \$35 million syndicated loan to Argentina's Obras Sanitarias de la Nacion, a company which holds almost 90% of Argentina's water supply and sewage disposal market. Sanwa managed this medium-term loan, with two major European banks, and also managed a separate ¥3.4 billion loan. With ongoing accomplishments such as this, Sanwa continues to push forward its network expansion goals. The bank upgraded its Panama office to full branch starus, and opened representative offices in Madrid, Buenos Aires and Bahrain.



A joint venture with China's capital city Sanwa Bank has had a long and friendly rela-tionship with China, a relationship that has borne fruit with many Sanwa ''firsts'' vis-avis commercial activities with that country. Last year Sanwa marked another first when it announced the establishment of a joint venture with the city of Beijing. The primary object of this joint venture, which is phys cally located in Japan, is to promote the flow of business information between Japan and Beijing, so that economic relationships can be strengthened and encouraged.



Sanwa marks two steps forward in elec-

Sanwa Bank recently played a leading role in developing a computer-linked automatic cash dispenser network among seven of the largest commercial banks in Japan. This new tie-up will greatly aid depositors by enabling them to withdraw their funds from any of the 4,500 cash dispensers of the participating banks. Sanwa also recently inaugurated a futuristic computer access system which permits busy clients to check their account bal ances and receive notices of incoming funds by simply picking up a pushbutton telephone. Responses are given in an electronic voice. This is the bank's first step in the direction of a broad spectrum of telephone-based electronic banking services.

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Increase Expected in Japanese Investment in Europ

By Linda Bernier

PARIS —Although there is some A skepticism about a change in Japanese foreign investment prac-tices, Japanese industrialists and officials say Europe can expect a substantial increase in Japanese investment in coming years.

Heretofore, direct Japanese foreign investment has been concen-trated in the Third World, which supplies Japan with raw materials. From 1951 to 1979, 61.9 percent of Japan's total foreign investment was in Latin America, Asia, the Middle East, Africa and the South Pacific. About 38 percent was invested in Western Europe and North America

"Japan's first priority has been to develop raw-material markets, not to invest in Europe," said Dominique Olivier, director of the Franco-Japanese Office of Eco-nomic Study. "When the influx of Japanese tourists began to invade Europe in 1960-1965, the Japanese did start to invest. But unlike the Americans who came to make money, the Japanese came to provide services for their tourists hotels, restaurants, gift shops."

Investment Mentality

Mr. Olivier doubts that there will be a significant increase in Japanese investment in Europe be-cause, he said, "it is not in the Jap-anese mentality to invest abroad. That is considered very unpatriot-

But Japanese officials disagree. They say Japanese investment in Europe is a way to help subdue the current friction over Japan's trade surplus with the European Economic Community and prevent possible import restrictions by European countries suffering the most from the recent deluge of Japanese exports.

Japan's trade surplus with the Japanese investment in European and insurance fields, has so represented about 12.2 percent its total foreign investment.

to a record \$10 billion last year.

"Investment in Europe, so we can exchange technical expertise. hire Europeans and produce together, is one way to remedy the situation of structural differences which has led to trade imbal-. ances," said Kagawa Takaaki, Japan's ambassador to the EEC.

You can expect to see an increase in Japanese investment in Europe," he said, noting that in the past month Japanese businessmen and bankers have been visiting Europe as part of an official mission to study investment possibilities here.

Investment Spirit

"Although there is a certain reougnance by some Europeans to a Japanese invasion of Europe, we are planning to invest in the spirit of industrial cooperation and joint research," said Ambassador Ta-

Of Japan's total direct investment abroad of \$4.9 billion in 1979, \$495 million was invested in Europe, according to figures of the Japanese Finance Ministry, which measures long-term liabilities and equity flows from parent comparing formalist formali nies financing direct investment.

To date the most important Japanese investment abroad has been directed toward Asia, 27.2 percent of total investment abroad, primarily in the mining sector; toward North America, 25.8 percent, pri-marily in the trade sector; and toward Latin America, 17.5 percent, primarily in the mining sec-

Nissan's U.K. Link

Japanese investment in Europe primarily in the mining, financial and insurance fields, has so far

The most striking recent exam-ple of Japanese investment plans for Europe was the announcement by the Nissan Motor Company last January that it will build a \$500 million plant in Britain that will produce 200,000 Datsun vehi-

cles by 1986. This is said to be the largest Japanese investment in Europe to date. Honda already has a joint venture arrangement with British Ley-land in Britain and one with Fiat in Italy. And, according to its president, Kiyoshi Kawashimi, the company hopes to develop its joint

ventures in Europe.

Among the Japanese firms planning to expand their European production are Sony, Olympus Op-tical and Nippon Electric, which is building a \$94 million plant in Livingston, Scotland, and is planning to increase production at its Ballivor, Ireland, plant.

In France the major Japanese investments include Japan's largest food processing firm, Ajinomoto, Sony, Pental and Yosida.

Hitachi, Fujitsa Plants

Hitachi Ltd. is producing silicone-based memory chips in Landshut, West Germany, and Fujitsu is making microprocessors, memory chips and large-scale integrated circuits at its \$96 million plant near Dublin.

According to one OECD industrial analyst, increasing investment in Europe is indicative of Japan's increasing competitiveness

The current EEC-Japanese trade friction and consequent Japanese investment in the automobile industry will probably prove tempo-rary as Japan becomes increasingly competitive in high technology fields, he said.

and operating costs and the prox-imity of its markets compared to Japan, it is becoming cheaper to produce in Europe, he said.

An executive of an important Japanese electronics firm said, "some of our European customers refuse to buy our products unless they are produced in Europe."

High Technology

One Japanese official noted that it is also advantageous for high technology products to be manufactured in their selling market to facilitate custom designing, servicng and marketing.

It is cheaper to manufacture certain more labor-intensive goods in Japan because productivity is so high there. But, he said, even if there is an economic advantage to producing in Japan, Japanese in-dustrialists will produce a certain amount in Europe to help over-come the current trade friction be-tween the EEC and Japan.

"It is a political compromise to avoid being shut out of the mar-ket," he said.

He noted that since 1972-1973 the Japanese government has adopted measures to encourage long-term capital outflows, which has facilitated Japanese investment abroad.

Before these measures were adopted, government authoriza-tion was required to make investments abroad. Today, authorization is needed only for certain sensitive sectors — banking and securities, fishing and pearl fishing.

Favorabie EEC Attitude

EEC officials look favorably upon the Japanese intention to in-crease their production in Europe. "In the past, Japanese investment here consisted mainly in establishelds, he said. ing service and assembly facili-And with Europe's low capital ties," said one EEC official, wary,

anese might invest in sectors Europe already has excess of

The European market procession problems to the Jaganvestor, primarily resulting

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different management techt and labor relations, but also the reluctance of industry loin such countries as France a aly to participate in joint vent The Japanese are used to tively smooth relations with labor force and a loyal and ce

ized management, with virtua, I decisions made by the parent pany in Japan, said Mr. Ohvid:
Typically, he said, "a condwill send a group of men abrode study investment possibile. They don't speak a foreign guage and rely on the embassy trade council for all their infor-

Managers From Home

Once they have establish themselves, they use 100 percent Japanese managers so they get worst possible local employe since locals have no chance reaching a position of top mana ment," he said, noting that "ms Japanese investors are not worr about losing money for seve усагь.

Japanese industrialists seem be focusing their choice of inve ment partners in Europe on the they believe will survive the cal rent economic crisis, medium-si partners ripe for takeover in relu tant markets and partners they b lieve they can dominate through nancial and marketing strength.

Some observers say that Jar nese investment in Europe's sout ern region will be limited becauof political uncertainty and ecnomic problems — low productiv

Trade Surplus Controversy Keeps Relations With EEC on Edge

BRUSSELS — Japan's growing EEC rose from \$7.1 billion in 1979 trade surplus with the Euro- to a record \$10 billion last year. pean Economic Community and the possibility of a continuing flood of Japanese exports on the European market have strained

Japanese-EEC relations. Japan's trade surplus with the

The fact that a good portion of those exports are automobiles or

other manufactured goods in economically sensitive sectors, such as steel and shipbuilding, or competitive sectors, such as electronics, has prompted a cry for protectionism among European manufactur-

Trade Breakdown

The conflict, if not resolved, could have larger implications for Western trade. At issue, say both Japanese and EEC officials, is the breakdown of free trade as provided by the General Agreement on Trade and Tariffs (GATT).

"If Japan doesn't voluntarily restrict exports in certain sectors. European governments will most likely increase protective measures," said one EEC official. "It could mean the breakdown of the

Although the European Com-EEC, rejected calls for Europeanwide protectionist measures against Japan, the threat of increasing protectionism by individual governments still exists.
The sector now most sensitive to

Japanese exports is the automobile industry. Even as worldwide demand dropped by about 10 per-cent last year, Japanese auto ex-ports to Western Europe climbed about 27 percent.

According to Japanese officials, the European countries hardest hit are Denmark and Ireland, where Japan has 30 percent of the auto market, and the Benelux countries, where Japan has 25 percent of the market. Japanese auto exports to West Germany have surpassed 10 percent of the market. And in Britain the Japanese have been trying to hold their exports to 10-11 per-

Voluntary Restrictions

allowing the adoption of restrictive measures because of the serious injury Japanese exports have caused to its own auto industry, Japan is studying ways to limit its exports voluntarily, Japanese officials say.

But, said Japan's ambassador to the EEC, Kagawa Takaaki, "Japan opposes any formal agreement to Japan has officially declared it nit its exports."

That would not only go against the GATT and Japan's own free market system, but would anger Japan's important trading partner, the United States, which fears a further rise in Japanese auto ex-ports should the European market become more limited, he said.

While Japan looks favorably upon the official British and West German anti-protectionist stance. there have been bitter complaints about Italy and France's restrictive

measures.
Italy has limited Japanese auto exports to about 2,000 vehicles a year and has quantitative restric-tions against 38 Japanese export items. France has officially de-Because Belgium is considering clared it would limit Japanese auto woking a GATT safeguard clause exports to 3 percent of its market and it has quantitative restrictions against 27 Japanese export items. Most of the restrictions are against automobiles, machine tools, TV sets and tubes, video tape recorders and other electronic goods, but there are also restrictions Voluntary export restraint is one against toys, pharmaceutical prodanswer to the current trade crises.

considering invoking the GAT against French restrictions, by Japanese officials say private they hope not to resort to such At the root of the current tra-

conflict is the weakness and ir. daptability of certain European ? dustrial sectors in the face of ec nomic problems and the differi; policies and attitudes of Japane and Europeans concerning tras and industry. "Everyone agrees that prote

tionism is not the answer," one EEC official, "But in the meantime we [Europeans] have keep going. While we restructu

Japanese crush us to death.

"And there are political facts" to consider, loo," that the pressures of social grouin sectors affected by Japanese e ports, particularly during electic periods, also influence Europe

call for Japanese restraint. Europeans complain that the Japanese favor the United State over Europe and that they are n playing fair in terms of trad They take what they need an send out what they want," said a EEC official, complaining that the Japanese are prejudiced again. buying most foreign goods, excer perhaps for a limited number t inxury goods.

He pointed out that in 197: Japanese imports of manufacture goods comprised only 25 percent of their total imports, while U.S. imports of manufactured good were 57 percent of total important EEC imports were 45 percent

of total imports. "Japanese workers are amon, the most cohesive and highes skilled, particularly in numerical skills. We would have to send the

skills. We would have to send the British labor force back to school for 10 years to be able to compet with them," he said, adding that labor strife in Japan is not the problem it is in Europe.

"While the Japanese sweated for about 100 years studying the West," he said, the Japanese market had been very difficult for Westerners to penetrate. Until about 10 years ago, Japan had reabout 10 years ago, Japan had re-strictions making investments dif-

ficult for foreigners. Even today, he added, "the Japanese market is very difficult for foreigners. Higher capital outlays are needed and it takes longer to get a return on investment than in Europe."

The Japanese, however, say the Europeans have not been vigorous or even interested enough to pur-

sue the Japanese market. Said the Japanese ambassador to the EEC, Mr. Takaaki: "We've been in Europe 30 years and it was difficult for us, too, when we came. Today there are over 30,000 Japa;

nese in the EEC. There are only 1,500 Europeans in Japan and most of them don't even speak the language. The Europeans onli-started to get interested in Japan-after the 1973 oil crisis."

He denied the accusation that the Japanese are chauvinistic in their purchasing habits. "On the contrary" he said, there is certain prestige in buying foreign goods. Europeans just don't try hard enough to sell to us. They make a cough to sell to us. car and hope it will sell. We note only make it, but have a very high ly developed system of market re-

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or since the bottom fell the world tanker market all of Japan's major ship-s reported midterm profits.

more encouraging, howevthe news that local ship-low have a sufficient backders to guarantee work for two to three years. Adding industry's renewed optithe Shipbrilder's Associa-Japan recently predicted anese shippards, which are ng at about 50 percent of 173 peak operating rate, will

a result of a rgence of export ers, the world's

I shipbuilding

ntry is once again king profits. Local

ds now are

king on a backlog orders.

ence an annual growth of 7.6 it through 1985 — not bad industry which from 1973 h 1978 experienced a 90 per-

Cautiously Optimistic

nile most major shipbuilders are officially cautiously opti-about what the next few have in store Mitsubshi y Industries (MHI), the na-leading shipbuilder, which in 1979 (through March 1980) ted a profit of more than 2 1 yea, is forecasting even

xording to Takatoshi Hashidirector of the firm's shipng and steel structures divi-MHI is now anticipating ailding demand to increase at a of 9 percent per annum gh 1985, with orders for new a expected to total 175 bil-en in fiscal 1981.

's largest shipbuilding nation s been a major source of con-ind frustration for European uilders, who still find themin a serious simmp. Through est nine months of 1980, Jap-

finance functions.

finance.

A

Roger H. Schreffler

more than 80 percent of all export ship orders handled within the Orsed itself from the bottom, itom and Development (OECD), ized and restructured Japwith the 12-nation Association of shipbuilding industry is Western European Shipbuilders oning a course for the full knowl.

Adding to Worries

Adding to the worries of the Enropean shipbuilding industry, nearly percent of all new ship orders (8.3 million tons out of 11.3 million tons), including both export ships and domestic ships, reportedly went to Japanese ship yards during the same period yards during the same period of since of since from Europe, has argued that the gap is not so wide if local ship-builders base their calculations on ar compensated gross registered tomage basis, as most of their European counterparts do.

> The European industry — namely through AWES and the Europe-an Communities — is again, for the second time in five years, calling on Japan to curtail ship exports and to bear a fair share of responsibilities in the face of the prolonged shipbuilding slump in

This time around, however, the Japanese industry is unlikely to comply as easily with European demands as it did in 1977, when it raised its ship prices by 5 percent curbed exports to the Netherlands and West Germany, and curtailed

Officials from both government and industry have come out in de-fense of the industry's increased market share, pointing out, among other things, that a strong yen will make it more difficult for Japanese shipyards to win orders in the months ahead.

Further Concessions?

A high-ranking Transport Ministry official recently stated that while Japan is sympathetic to the plight of European shipbuilders, it is militely that the Japanese ship-building industry will be able to make further concessions on the matter.

The clear implication of the new "get tough" policy is that Europe-an shipbuilders should follow Japan's example and make whatever sacrifices are necessary to improve their business situation — which translates into the reduction of both facilities and operations, if

Caught off gnard by the world's first oil crisis in the autumn of 1973. Japanese shipbuilders, (which had an annual output of 30 million gross tons, at that time 80 percent of which were tankers), felt the crunch perhaps more severly than any other nation.

Through joint government and industry planning, it was decided that if the industry were to survive, a major reorganization was neces-sary. Thus 61 shipbuilders were asked to curtail operations drastically. Toward the end of the decade, builders formed an anti-recesresurgence of the shipbuild-adustry in Japan — which tempted to institute measures such the early 1960s has been the as a scrap-and-build program to stimulate new demand.

Major Consequence

shippards reportedly won ers were forced to diversify their ma Heavy Industries.

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Active on all five continents



BEAUTY — A young girl in traditional garb strolls during festival in Japan.

total operations further and reduce the weight of their shipbuilding di-visions. In the case of MHI, for example, shipbuilding sales as a per-centage of total sales dropped from 37.3 percent in 1974 to 12.7 percent in 1979.

while the pre-1973 major builders are finally feeling the positive effects of curtailing production, the big gainers of the reorganization have been the largest of the former medium-sized builders firms such as Kurushima Dockyard, Tsuneishi Shipbuilding and Imabari Shipbuilding — which have expanded their net production capacity and assigned work loads by absorbing smaller yards which either had declared bankruptcy or were financially unsta-

ble.
"The net effect of such arrangements is an emerging new order for the Japanese shipbuilding in dustry and the erosion of the dommant market share of the traditional top seven firms," says Tait Ratcliffe, president of the Tokyobased IBI Inc., which has done a number of in-depth studies of the industry. Adds Mr. Ratcliffe: "The level of competitiveness has been maintained by scrupulous attention to the development of new, la-bor-saving technologies and their prompt application to produc-tion."

The Kurushima Dockyard Group, formed in 1980 as a direct outgrowth of the government's anti-recession measures, has been the single largest beneficiary of the

The group, which includes Kurushima Dockyard, Sasebo Heavy Industries and three smaller builders, had moved up from rela-tive obscurity to the third spot in One of the major consequences of the shump and subsequent reorganization was that major buildorganization was that major build-

Leading Banker Expresses Cautious Optimism for '81 TOKYO — Largely because of proposed, but it would almost be unmed almost be unmediately policies taken last the same tax." Mr. Muramoto being to American and European dent, in a clear case of understate-said that the yen should remain

year in an effort to hold down lieves that there is a chance for the wholesale commodity prices — as tax measure to be effected from well as anticipated friction with the start of fiscal 1982, although he the nation's major trading partners anticipates a certain amount of reer growing exports in a number sistance from both the opposition of key industries — Japan can expect slower economic growth in 1981 compared with last year. So stated Shuzo Muramoto, president of the Dai-Ichi Kangyo Bank, one of the nation's leading commercial

banks, in a recent interview. "We are not pessimistic," Mr. Muramoto said, "but rather cantiously optimistic and envision slightly over 4 percent growth for the year." Among the reasons for his guarded optimism are an anticipated strong showing again in the capital equipment investment and export sectors, which in recent years have been two of the pillars of Japan's economic strength, coupled with the expectation that there will be no big increase in the price of oil in 1981.

Mr. Muramoto, a member of the U.S.-Japan Economic Relations Group (the so-called "wise men's group"), had praise for President Reagan's new economic course. We admire Mr. Reagan's courage in cutting government expenses," he said. "We envy the U.S. to have such a courageous president."

More Time Required

He believes, however, that more time is required to evaluate the overall Reagan program, in particular how the new administration will fare in its dealings with Congress which, according to the bank official, "will make his programs realistic or unrealistic."

The issue of reducing government deficit spending is of particular importance to Japanese politi-cal and financial leaders as the national debt has now swelled to more than 66 trillion yen and is expected to increase further before any reversal can be effected. In recent years the Japanese govern-ment has been either unwilling or unable to make the difficult choice between a major cut in govern-ment expenses, which would first be felt by such politically sensitive sectors as public education and the already-thin social security, and a major tax increase, equally if not more dangerous politically.

Most high-ranking officials of both government and industry have taken the view that some form of taxation will be necessary if Japan is to ensure stable eco nomic growth and reduce the huge budgetary deficit without cutting deeply into welfare programs. Increasingly, it appears as though some sort of value added or general consumption tax will eventually be implemented, although a time schedule is still not clear.

On the prospects for tax reform, Mr. Muramoto said: "If the expenses of our government continue to increase by 11 percent per an-num through 1984, the govern-ment will have an annual deficit of 6.8 trillion yen on its hands. That is almost 10 percent of our general expenses, so some measure is necessary." One move would be to cut expenses, which, to date, he said, our government has failed to do. That is why we admire Mr. Reagan and envy the American nation."

"That type of general consump-tion tax," he said, "if we translate it literally, has already failed to pass the Diet. So there must be some change in the way the idea is

Another option is to implement a

comployment.
Concerning the recent cancella-

Concerning U.S. Japanese trade relations during the next four years, the banking leader sees some problems ahead, which he hopes can be resolved through compromise or mutual agreement. According to Mr. Muramoto, the United States will most likely continue to call on Japan to make a greater contribution to its own na-

tional defense in addition to mak-

ing "some contribution or compro-

mise to defend U.S. industry."

On the defense issue, he said: "We don't think it is realistic for Japan [to assume a larger share of direct military-related expenses]. It will be difficult to convince the Japanese nation of the necessity There is a line that the Japanese wenment will try to come to, and that is, to increase the defense budget more than the increase of the whole budget. Any greater investment would be quite difficult."

Although he expects exports to continue strong throughout 1981, he cautioned that friction with major trading partners - namely, the United States and the nations of Western Europe — might have a dampening effect on certain indus-

Two Problem Areas

"That is one of the reasons why we cannot be too optimistic about the output of exports, especially in the auto industry," he said. Of the two major problem areas (growing auto and semiconductor exports), Mr. Muramoto said that they were basically the same, in that "almost all people in the world now recognize Japan as the best country where these products can be pro-

There are a number of points of difference, and that is one reason why he does not feel that the semiconductor issue will be as explosive, at least over the short run. Among the reasons he cited are that Japan is still importing a substantial quantity of semiconduc-tors from the United States and that the Japanese semiconductor industry has already developed production facilities in Europe and

tion by China of plant import contracts, Mr. Muramoto expressed surprise. While not speculating on the overall effect the unilateral move by the Chinese might have

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ment, said that it "will not strengthen" relations. "Still," he said, "the fact that China is our big Deutsche mark is suffering now, neighbor will remain in the fu-

ture." Mr. Muramoto, who is expected ture."

but we are cautiously optimistic that it will stabilize in the near fu-

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Japanese Stocks: Investments By Foreigners Keeping Pace

PARIS - Foreign investment in Japanese stocks, which reached a record high last year, is and liberalized expected to continue its growth in 1981, according to securities ana-

After about four years as a net sellers' market for foreigners, reaching 144 billion yen in net foreign sales in 1979, net foreign pur-chases of Japanese stocks climbed to 835 billion yen last year, about 5 percent of Japan's total stock mar-ket transactions, say analysts at Nomura, one of Japan's securities

Although the percentage of for-eign investment is likely to remain unchanged, the amount of foreign purchases is expected to grow along with the market, they add.

Positive Factors

Japan's favorable economic situation and outlook compared with other industrialized countries, the all responsible for this increasing foreign activity.

Foreign purchases of Japanese stocks peaked last year in July. August and September because of the interest of Arab OPEC states which accounted for about half of total foreign investment at that time, said an analyst at Nomura.

The hostage crisis in Iran and the freezing of Iranian assets by the United States, the Iran-Iraq War and the desire to diversify petrodollar investments away from the United States as well as the uncertain U.S. economic situation preceding the presidential election all contributed to Arab investment in Japan, he said.

Investment by Arab money managers themselves — in London. Switzerland and, to a more limited extent, in the United States, West Germany, France and the Netherlands — soon followed,

ment institutions with Japanese portfolios are in France and Britain. "They have important Japanese sections and constantly send their people to Japan to study the market. U.S. money managers are not as acquainted with the Jananese market, although there are perhaps fewer restrictions in the United States for investment than in Europe," he said. Because of the situation in Po-

land and the problems of the Deutsche mark and the West German economy, West German in-vestment in Japanese stocks will machine tools, industrial robots, ultrasonic tomographic (X-ray-like

and liberalized

policies help attract international interest to the market.

probably increase this year, he pre-dicted, adding that the French presidential elections and continueconomic problems will probably mean an increase in French in-

Arab investment in Japan will continue, said one Arab banking official in Paris, because of Japan's open investment policy, which is uncritical of Arab investment, and its economic outlook."

Said a French securities analyst, the Japanese have adapted the liberalization of its foreign ex-change and trade control laws, its growing stock market and the in-terest of petrodollar investors are all responsible for this increasing year, inflation will fall below 5 per cent, the balance of payments cur-rent deficit will probably decline by about a half and the yen will continue to climb.

Private Deman

According to Toshiaki Kamijo. executive director of the Nomura Research Institute in Tokyo, "eco-nomic recovery will be led by the strong momentum of autonomous private demand, i.e., consumption. stock-building and investment."

Corporate profits of top Japanese companies will continue their upward trend of the past three years, he said, because of "the improvement in the cost structure of Japanese companies, the increased contributions to earnings from new products and services based on newly developed technology and the sharpened international competitiveness of exports.

"The selection of stocks should be based on the positive search for He noted that the largest invest- fast-growing sectors and companies which are favorably placed to take advantage of new openings in technological innovation and ad-vancement," said Mr. Kamijo.

Popular Firms

Among the products projected to grow the most rapidly in 1981, according to Nomura forecasts, are VTRs (video tape recorders) and VTR cameras and tapes, pa-per copiers, office computers, facsimile equipment, word processors, diagnostic) systems, integrated circuits, light-emitting diodes, optical and carbon libers, seamless pipe and second-generation antibiotics.

Securities analysts say high technology, life sciences and pharma-ceutical as well as high capital companies with a good financial status will continue to be the most attractive investments in Japan.

Among the Japanese companies most popular with foreign investors have been Hitachi, Sony, Nippon Electric, Nippon Steel, Sumitomo Metal, TDK, Ajimomoto, Takeda Chemical and Fujitsu-

"The Japanese stock market is not an 'accidental' market, where investors go in and cet only when they find something interesting it is becoming part of their regular portfolio," said an analyst at Nomura, which suggests a 15-20 percent proportion of yen in an internationally diversified port-

The growth potential of the stock market in Japan is one of the reasons for foreign interest.

Actually, there are seven stock exchanges in Japan, although the Tokyo market, which accounts for about 85 percent of Japan's stock transactions, is by far the most important

According to Nomura, the Japanese stock market is the second largest in the world, after New York. It has grown from 5 percen in 1970 to 14.9 percent in 1979 of the world's stock market capitalization and from 24.3 percent in 1970 to 31.6 percent in 1979 of the world's share turnover.

Top Securities Houses

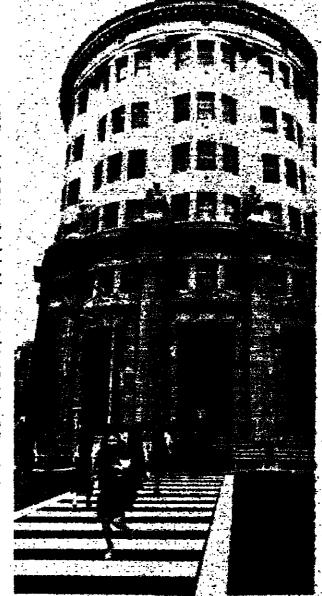
Nomura, along with Daiwa, Nikko and Yamaichi, are Japan's more important securities hou accounting for about 50 percent of all stock market transactions.

Another reason for increasing foreign interest in Japanese stocks is Japan's liberalization of its investment policies.

Japan's restrictive policy concerning foreign investment dates from its post-World War II fear of foreign, particularly U.S., domina-tion of its economy. This policy has become increasingly liberalized in the past decade.

Although the law restricted investment to 25 percent foreign ownership, prohibited convertibility of ordinary yen deposits and required special conditions for foreign currency and free yen deposits, exceptions were made on de-

Last December, Japan amended



The Tokyo stock market.

its foreign exchange control law to permit convertibility of all yen deposits, the opening of foreign cur-rency deposits without conditions and up to 100 percent foreign investment of a company's shares without consent from the compa-ny's management — except for those companies that are "vital to the national security" and/or "smooth performance of the national economy."

While some skeptics are concerned that clauses prohibiting foreign investment in strategic areas will be used to restrict investment. other analysis see no cause for alarm. They say the amended law

tion trend official. "Before, exceptions more than 25 percent !

basis: now that won't sary," said one stock bro-But one financial an that a restrictive policy field "because Japan war trol foreign operations that they not electroven monetary and credit cont in the fishing and pearl fi cal interests are p

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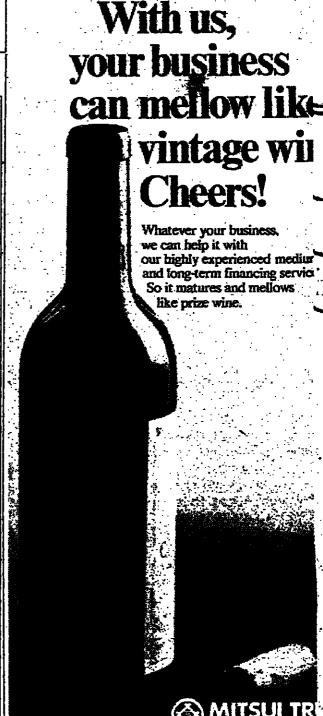
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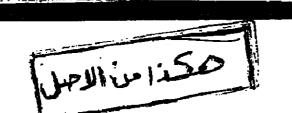
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rowding Remains Problem

)KYO — Japan's most serious problem — and the one that ast discussed — is overpopula-

16 Japanese never really admit their country is overpopulat-The furthest they will go ard recognizing that a problem is is to say "our country is nar-"Indeed, it is the "narrowest" π most "overpopulated" — of major industrialized countries. he problem is not so much that e are more than 115 million mese. That total, equal to the bined populations of West many and Italy, represents lit-more than half the number of

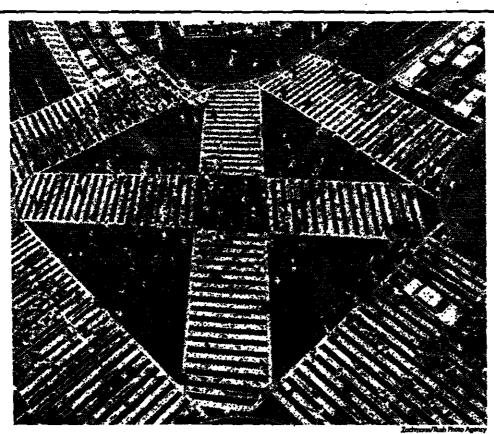
ather, the problem is that with .000 square kilometers, Japan nly 20 percent larger than Italy 30 percent smaller than ace. With 70 percent of Japan's l area mountainous and a small entage devoted to farmland, thirds of Japan's urban popun resides and works in less 1 5 percent of the total land

A String of Cities

apan's vast, mountainous intetherefore, is populated, while coastal plains bear the weight a population density equaled y by the most industrialized urdistricts of Europe and the ited States. From Tokyo in the t to Osaka 400 miles to the st, Japan's largest industrial ndor - passing through the re-n flanking sacred Mount Fuji s one long string of cities. To wonder a recent first-time tor called Japan "the biggest

With the exception of the northmost island of Hokkaido, Jai's countryside is the most heavscarred in the world. Although Japanese pride themselves on sect for harmony with na-"," they have installed far more crete per square meter of their i than any other country on

he Japanese countryside is an lless stream of shops and housareas, an amazing jumble of tories of every size, shape and iety. Even the once-lovely ins of the Tohoku (northeast) the tiny valleys of remote Shi-u Island are almost entirely inlated by cement factories, rochemical plants, gas stations l other creations of concrete, ere is virtually no spot in Japan, rt from Hokkaido, where one drive through the countryside hout seeing at least one buildin every direction.



PRIORITY — Pedestrians get the priority at this busy intersection in Tokyo.

The population crunch is thus more severe than in any other na-tion. No stretch of countryside in overcrowded Belgium or The Netherlands can compare with the overdeveloped plains of Japan. Even the mountain districts are clogged with as many buildings as human effort can provide.

The Japanese have reacted admirably to a crush that would likely oppress any other nationality. It lps, of course, that most of their buildings are of a size which other people would find unacceptable; their tiny homes, restaurants, and office buildings feature doors that are one-half narrower than those almost anywhere else. Foreigners seeking residence in Japan find it difficult to adjust to traditional Japanese housing, unless they relish hitting their heads on doorways, or enjoy tight spaces.

But the Japanese seem to bear it all well, even as their children grow taller and taller. Squeezed into tiny chairs at the local raw fish bar or pressed into a railway car whose dimensions would squeeze most Europeans, the Japanese seeem comfortably at home and unlikely to complain.

One evidence of their adjustment is the low level of crime in Japan. If, as the old saw has it, overcrowding leads both rats and human beings to murder, Japan is the exception to the rule. There were only a few violent murders in

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the average family of four shares a makes it impossible for Japan to living space roughly as large as the achieve the high standard of living average European or American ex-

Farmland Disappearing

But the press of people is inevi-tably exacting its toll. While turn-ing their tiny islands into the world's second largest industrial power, they have eaten away at the little agricultural land that re-mained. Once, there was a certain logic in that move; automobiles provide a much higher level of value added" for Japan than would the equivalent agricultural

But Japan has become enormously dependent on imports of food; she is self-sufficient neither in production of soy beans, fish, nor meat. If Japan's population had been half its present level, or more reasonably — one-third, the country could have enjoyed a relatively high level of industrialization while continuing to produce enough foodstuffs to prevent disaster in the event of cutoffs in international trade.

At the present level of popula-tion, in order to fuel its industrialization, Japan has become doubly dependent; she must import both vital raw materials for industrial production, and the food she eats. Thus, the high level of population prevents Japan from achieving true economic self-sufficiency.

In addition, the swell of people

Germany, Switzerland and the United States. For although gross national product and per capita in-come figures now show Japan competing very well with those countries, they reveal nothing about the real "quality of life." Because of the population press. Japan's land prices are the highest in the world; a house that would be ordinary in the suburbs of Brussels or Stuttgart sells for more than half a million dollars in Tokyo. And land for recreational facilities s so scarce that even the wealthiest people have to forgo such plea-sures as golf, tennis and swim-

All this might have been avoided if the earliest modernizers of Japan had had the wisdom to realize their country's limitations. But they saw Japan playing a major role in the world, economically and militarily, and for that, it had to grow in population as rapidly as possible. Large families were the glory of the nation in the 19th century and decimal the Second Media. during the Second World War.

Now, it is too late to repair the damage. Despite a rapidly declining birth rate, and evidence that many Japanese women are choosing to remain childless, Japan remains hopelessly overpopulated. Not even the promise of zero population growth, if achieved within two decades or so, can reverse the

ments project a misleading image of a truly cosmopolitan world cap-ital. In fact, only a tiny fraction of Tokyoites are fluent in English grand avenues of Paris, none of the piney woods of Rome, nor the ancient and picturesque winding streets of many European cities. But there are many seasoned

that Tokyo is one of the most fascinating, and most livable, of the world's great metropolises. What Tokyo does have in abundance is street life: Tens of thousands of coffee shops, pachinko (pinbali) parlors, bars, restaurants, heaters and other gathering spots,

world travelers who are convinced

Perhaps because Japanese housing lags far behind that in the West, the people of this nation when they are not working over-time to earn their reputation as "workaholics" — devote a great deal of passion and energy to enjoying themselves away from home. With insufficient space at home to entertain guests — except the closest of relatives — parties and celebrations are almost always beld at neutral spots throughout

While the teeming masses that fill Tokyo's streets are a shock for many visitors, they are clearly among the best-behaved in the world. Polite to the extreme (except in the immaculate subways, where they are known to push in the rush hour), the Japanese are among the world's most law-abiding citizens.

Thus, the visitor who finds himself in a large outdoor crowd at 2 o'clock in the morning or alone on a dark alley at 4 a.m. cannot have any rational expectation that he will be molested.

For most visitors, Tokyo offers more complex and more unpredictable perils: an extremely complex geography, and an almost un-lathomable (at first) language. Nominally one city, Tokyo is di-vided into 23 municipalities, and

further subdivisions or districts, and, finally, subdivided into blocks numbered in a uniquely Japanese manner.

Signs in English

Only a very tiny percentage of Tokyo's tens of thousands of streets have a "name" in the Western sense, and even those are often ignored by the residents. Thus, finding an address in the world's largest city can require a great ef-fort, even for the local resident. Since few first-time visitors to Tokyo come equipped with more than a rudimentary knowledge of the Japanese language, getting around by oneself can be even

more difficult. The large number of English signs on buildings and advertise-

(the most widely spoken of foreign tongues.) And many of those peo-ple are high-level bureaucrass who limit themselves to the back seat of a chauffeur-driven limousine.

Yet seeing Tokyo for the first time, albeit superficially, in a few days — is not difficult. The secret is to do it the Japanese way — in a group. Just as Japanese tourists travel in groups when they go overseas — because they are afraid seas — because they are afraid they will be unable to communi-cate with the neighbors — foreign-ers making their first trip to Tokyo can spend an enjoyable few days looking at the sights from a mod-ern bus, with an English-speaking from which the occupants overflow into a great variety of neighborhoods, both antique and mod-

Especially if they visit the ancient Japanese capitals of Nara and Kyoto — absolute musts on a visit to Japan — tourists returning from Japan are unlikely to remember details of their visit to Tokyo's few "tourist attractions": the Asakusa Kannon Temple (a Buddhist sanctuary flanked by an imposing

The teeming masses

that fill Tokyo's streets are ... clearly among the best-

behaved in the world.

> row of ancient shops), the Tokyo Tower (an obvious imitation of the Eiffel Tower), the Meiji Shrine (an ordinary example of Japanese Shinto architecture), or the Imperial Palace (which pales before Kyoto's equivalents because it is impossible to enter any of the build-

Lively Street Life

What they will remember, how-ever, is the lively life of the contrasting neighborhoods: the polished, super-smooth Ginza; the elegant Akasaka; the raucous, unrestrained Shinjuku; the vulgar Ueno. If tourism, at its best, aims at fostering an appreciation of another culture and way of life - rather than presenting a parade of monu-ments — Tokyo is one of the best and most easily visited destinations. For it is impossible for anyone but the most unperceptive visi-tor to return from Tokyo con-vinced of the old saw that "all big cities are alike." In its unique blend of energy and restrained de-cency. Tokyo is like no other city

For years, tales have been float-

Street Life Makes Tokyo a Fascinating City ing around that Tokyo is the most expensive city on any continent. In numerous cheap hotels and restaurants throughout the city.

tourist takes the time to learn a

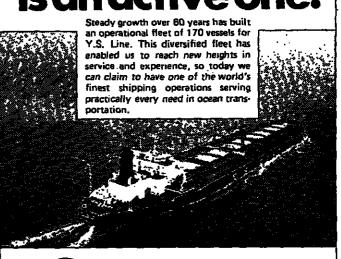
few words of Japanese, he can

Statistics compiled by the United Nations, the U.S. Department of The trick is to seek out the places where the Japanese traveler State and other agencies seem to support the idea. Dinners at \$100 himself stays and cats. This will mean adjusting to hotel rooms that are much smaller than equivalents and hotel rooms at \$150 are the norm, to hear many a traveler. in Europe or the United States, and to meals that are often strange Thus, many a tourist never makes Actually, many hotels do charge to the tourist's palate. over \$100 a night, and many res-taurants are expensive. But if the

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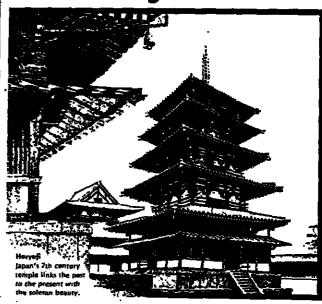
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International Bond Prices - Week of March 27 Provided by White Weld Securities, London; a Division of Financiere Credit Suisse-First Boston16 43 CONVERTIBLE BONDS 21.85 Explanation of Symbols **American Exchange Options** S (159 1/4 5.41- 3.20 \$ | 130 2/7 251- 130 453- 236 1 Feeb 81
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المكذا من الاصل

Page 17 Monday, March 30, 1981

audis Agree to Lend \$10 Billion to IMF

By Hobart Rowen Washington Post Service

SHINGTON — The Interna-Monetary Fund has agreed ackage deal with Saudi Araat vastly increases the Arab nding agency and at the same commits it to lend the IMF cimately \$10 billion over the

ya tari

ing tribute to the Saudis for prompt response to the needs, IMF Managing Di-Jacques de Larosiere said y that the deal recognized the tance of Saudi Arabia "in al world" and will enable the to continue lending to poor. ries without interruption.

incidentally, Mr. de Larosiere he IMF is pursuing an effort frow at least \$1 billion from ger industrial nations and is leting negotiations with at and the United Arab ites for additional loans. He ated that the new Saudi coments will cover only about will need over the next three

Onota Increased

doubling the Saudis' quota eposits) in the fund from 1 special drawing rights to 2.1 SDR, the Sandis' voting is increased roughly to 31/2 nt, which automatically gives a permanent seat in the IMF tive board. They now rank instead of 13th among the nations in the IMF. (The the IMF unit of account, is about \$1.22.)

a consequence of the en-1 Saudi quota, all other nawill share a fractional decline eir percentage relationships. United States, for example, irop from approximately 21 nt to 20.78 percent of the toiotas. But the IMF executive l vote on the package was mous, and Mr. de Larosiere that the United States had d an important part in the negotiation. "We found the attitude most constructive ooperative," Mr. de Larosiere

Just in Time

deal with Saudi Arabia, n Mr. de Larosiere has been g to pin down for more than a comes at a time when the is fast running out of usable currencies to meet growing ands on its resources. Until ced, the IMF could count on ale hard currencies of barely llion SDRs, which meant that ank account would be exed at the present pace in little

F loans have been booming eet the needs of its hardad members, fighting off the s of rising oil prices and re-m in the industrial world. In for example, total loans had only 2.2 billion SDRs, the alent of \$2.7 billion. Last that figure rose to 7.2 billion or \$8.8 billion. In the first nonths of 1980, the annual ig rate has been close to 17 1 SDRs, or more than \$20

Sands agreed to lend the billion SDRs in each of the nd second years of the agree-and promised additional in a third year if their finantuation permits. Interest will id on a basis of market rates : five largest countries, with erage term of the loan to be

Unique Features

re are some unique features e loan arrangement, made sh the Saudi Arabian Moneagency. Notably, it contains tion for the Saudis to convert dains on the IMF into bear-

to other public or private parties. A complicating factor in per-suading the Saudis to lend additional funds to the IMF has been a running dispute over the Palestine Liberation Organization. For the past two years, the PLO has sought observer status at the joint annual IMF-World Bank meeting, but American opposition has kept the

Mr. de Larosiere said that the PLO question had not entered into the negotiations, which were "strictly financial." But according to informed sources, the Sandis believe they will be able to argue the PLO case more effectively now that it is entitled to a permanent seat on the board by virtue of its



Jacques de Larosiere

Reports of Polish Default Heighten Bankers' Anxiety By Carl Gewirtz

PARIS - "It's a fact, Poland is in a situation of default," a senior official at a major New York bank reported late Friday. "It's going to hit different banks at different times, but the process [of default] has be-

The banker did not want his name or that of his institution identified. But other bankers in New York named both Citicorp and Manufacturers Hanover Trust as holding loans on which Poland is currently in de-

Details were not available on the size of the loans and on whether they involved syndicated credits, in which a group of banks participate, or were just credits extended by those institutions individually. It remains to be seen whether the banks declare the loans past due and let the matter rest there temporarily, or whether they declare an event of default and institute legal procedures.

The gist of the reports on default was con-firmed by a U.S. official monitoring the Pol-

ish debt situation, who said that Western governments were informed officially last week by Poland that it is effectively bankrupt. He said that Poland had warned Western governments late last year that it would exhaust its foreign exchange holdings by the end of the first quarter this year. "For once, their forecasters got it right." he remarked.

The default falls within a context of inten-sive international efforts to keep Poland afloat. An agreement to reschedule Poland's official debts is reportedly only weeks away. And a consortium of Western bankers will meet to discuss Poland's debt situation Tuesday while at the same a Polish mission is scheduled to arrive in Washington to seek further aid.

According to data supplied by Poland to Western creditors early this month, Western banks were owed \$12.7 billion as of last Dec. 31. Western governments and their export credit agencies are owed an additional \$10.4 billion. Indicative of how charged the atmosphere is already, some New York bankers, while freely admitting that "it is a fact that Poland is in trouble," were questioning whether Po-land was doing everything it could to avoid default or "whether we are witnessing an attempt to put a monkey on someone else's

"I'm not altogether certain that this is not being choreographed," said the banker who insisted on anonymity. "It could be a competitive manipulation of risk," he said.

A continental banker echoed this view. Given the reluctance of Western bankers to supply the \$1 billion "bridge financing" Poland requested to tide it over its payments due during the second quarter, "one would have presumed that they would have looked to the Russians for help. The Russians appear not to have come through. If they had, the situation would not be as desperate as it Otherwise, certainly things would have relaxed quite noticeably and would not have become as tense as they are right now."

Other analysts, however, reject this line of reasoning. They note that during the first

three months of this year Poland repaid Western creditors \$1.79 billion at the same time that the country was running a substantial current-account deficit. That moncy, these experts say, was supplied by the Soviet Union.

"The Russians have been pumping in a lot of money," a prominent economist noted. "The question, rather, is why did they cut it off?" He reasons that foot dragging by Western banks on Polish pleas for emergen-cy bridge financing and on opening talks to reschedule the private debt has pushed the Poles and or the Russians to the conclusion that some kind of dramatic action was needed to get the banks moving.

It was noted, for example, that the decision to default on loans to U.S. banks had to be seen in light of this week's visit to Washington by Deputy Prime Minister Mieczyslaw Jagielski to seek U.S. economic aid. Nevertheless, it is a sign of the mistrust

that exists at this early stage of the negotia-

Selling 767s: They Don't Kick the Tires

New York Three Service

NEW YORK — Compared with other salesmen's jobs, E.H. Boullionn's is dannting. He specializes in selling an enormously expensive product — before it is produced. Unlike, say, a Cadillac salesman, he cannot invite a prospect into a showroom to look

the goods over and kick the tires.
Since 1972, Mr. Boullioun has been president and, in practice, chief salesman for Boeing Commercial Airplanes. The selling job begins years before a new model is in the skies. These days, Mr. Boullioun's big forth-coming products are the 767, a 200-passenger, medium-range twinjet that will go into autine service in the summer of 1982; the 757, a 170-passenger short-to-medium-range twinjet that enters service in early 1983; and the 737-300, a 120-passenger re-engined version of the twinjet 737-200. The Dash 300, as it is known, enters service in early 1985. Single orders can be worth astronomical

sums. In one deal last year, Mr. Boullioun sold Delta Air Lines 60 757s worth \$3 bil-

Typically, Mr. Boullioun meets with a prospective customer after other Boeing people have been working toward the sale for months, making detailed presentations to the customer. "Sometimes it's too late," he said wrily, and sometimes it is almost too late: Once when a sale to Trans World Airlines was pending, he got a phone call from its president, C.E. Meyer.

Sweet Offers

"He was being too nice," Mr. Boullionn recalls. "I could tell we were about to lose the deal. I firmly believed he wanted Boeing, but we hadn't stepped up to what he re-

And so Boeing sweetened its offer, Mr. Boullious hastened to Mr. Meyer's side, and the sale — of Boeing 767s rather than a cometing Airbus Industrie through.

Parity by design, his appearance and man-ner are unassuming With his plain nose, ir-regular teeth and small merry eyes, the 62year-old executive looks, as one aide put it, "like a very ordinary sort of guy, like he'd be at home anywhere."

Mr. Boullioun said being natural is im-

portant: "You're presenting something that's

not yet been produced, he said. "So if you're not real, how can you convince someon that you can provide the product on time,

and that it will work?" Yet at the same time, he projects a selfconfidence that seems to be fairly deep-root-

'Ninety-nine percent of Boeing's success is in the relations it's established with the customers over the years — the feeling that we're not trying to take advantage of them.

ed - and is illustrated, he likes to say, in the way he got his nickname, "Tex," after getting "carried away one night after a couple of drinks" some years ago.

Confident Gambler

He made a bet that the football team of the University of Texas (his alma mater) would win a game with the University of Oregon by 60 points. When game day arrived, Oregon scored the first six points — but then

Texas racked up 72.

"That bet showed confidence; you've got to have it," Mr. Boullioun said. "The losing gamblers are the ones that are afraid rather than confident."

He came to Boeing at age 21, just out of Texas, and he rose through the ranks, becoming involved in sales as his responsibilities grew.

In sales negotiations, he said, it is vital to be alert, to forestall misunderstandings, particularly in dealing with foreigners. And so when he makes a long eastbound trip to see a customer, he tries to ease his jet lag by getting some sleep before he begins his meet-

ings.

"If the person you're dealing with gets emotional, logic is not going to prevail; you're not going to get your point across," he

said. "Maybe he's feeling threatened by what you said, because he doesn't know the problem involved. But you want him to be your customer, so you certainly don't want him to feel threatened in any way whatsoever. Ninety-nine percent of Boeing's success is in the relations it's established with the customers over the years — the feeling that we're not trying to take advantage of them."

That anxiousness to forestall bad vibrations during negotiations has won Mr. Boullioun fans among the customers.

"He's one of the best negotiators in the aircraft manufacturing business," said Don-ald J. Lloyd-Jones, American Airlines' senior vice president for operations, who has dealt closely with him. "He never gives a firm no, even when he is in complete disagreement. He just continues the discussion. That attitude means that negotiations don't usually break down and agreements can be

Sometimes, Mr. Boullioun said, negotiations are made longer because the customer keeps some small negotiation points up his sleeve until late in the game when, Mr. Boullioun said with a smile, "you have a tendency to give in to them."

And how does he tell from his customers expressions when a sale is in the bag? "Quite often, when the last item is settled, they just smile," Mr. Boullioun said.

When that smile comes, it does not mean a bonus for Mr. Boullioun, who does not get paid extra for his sales successes. He declined to say how much he is paid in salary and benefits, but he is not among the five top Boeing earners whose 1979 salaries and benefits are reported in the company's most recent proxy statement, which was issued in April, 1980. That indicates that his salary and benefits for 1979, at least, were less than \$450,000, which is what the fifth-largest money-earner got that year.

Mr. Boullion lives on Mercer Island, a suburb of Seattle, with his wife, the former Jane Hoefer. For relaxation he enjoys competing at tennis and golf, and he reads a lot, mostly best-sellers ranging from spy novels to books on economics. He has three grown children: a daughter Susan, and two sons, Thomas and Jeffrey, who are both in sales: Thomas with an oil company and Jeffrey

Volatility of Short-Term Interest Rates Cuts Short Another Fledgling Recovery averaged \$419.8 billion, a 5.5 per-

By Carl Gewirtz

nal Herald Tribune PARIS - Yet another fledgling recovery in the Eurobond market expired last week, the victim once again of the chronic volatility of short-term rates.

Short-term Eurodollars rose sharply, ending the week with bid rates ranging from 15 percent for one month to 15% percent for three months (calculated on an annual basis), up from a range of 13% to 14½ percent at the start of the week.

This upswing mirrored develop-ments in the New York market, where a combination of factors ranging from end-quarter bookkeeping and tax-payment requirements to the heavy volume of new Treasury offerings pushed rates

But by the end of trading in New York last week, there were signs that the uptrend in rates may

Decreases in U.S. money supply figures reported late Friday, following two weeks of very sharp increases, were interpreted as increasing the likelihood that the Federal Reserve's policy setting Open Market Committee meeting on Tuesday will feel no pressure to tighten credit conditions.

The narrowest measure of the money supply, M-IA, which consists only of currency plus non-in-terest-bearing demand deposits at commercial banks, fell \$2.1 billion in the week ended last Wednesday. For the latest four weeks. M1-A averaged \$365 billion, a seasonally djusted rate of decline of 22.8 percent from the previous 13 weeks ago (attributed mostly to \$50 million six-year notes wer the shift of funds into interest-

bearing NOW checking accounts). The money supply as measured by M1-B, comprising currency and checking account deposits, fell \$1.5 billion. This measure has

cent rate of increase for the statistical quarter and well below the Fed's stated growth target for the year. In the previous two weeks, M1-B had grown \$5.5 billion, fueling fears that a further rise would force the Fed to tighten credit con-

New York analysts said that the Fed's target band for federal funds

EUROBONDS

the base from which most other market rates are scaled up from can safely be held between 13-to-15 percent, where they believe it now stands.

Reflecting the belief that the Fed will be under no pressure to push up rates, short- and long-term interest rates dropped sharply in late Friday trading in New York. Six-month Treasury bills, for example, fell to about 12.45 from 12.7 percent earlier in the day. In the Eurobond market, only

one new dollar issue was announced last week - a \$60-million issue of 15-year debentures convertible into the common stock of Hospital Corp. of America. A coupon of 84-9 percent is being in-

Long Maturity

Some European interest was also indicated for a convertible being floated in the U.S. bond market for Hitachi of Japan. The \$100-million, 15-year bonds are expected to be sold with a coupon in the area of 6% percent. Southern California Edison's

priced at 981/2 with a coupon of 14 percent to yield 14.39 percent but slipped to 971/2 in the aftermarket. Genstar, the Canadian holding

company that belong to Ste. Gen-erale de Belgique, sold \$50 million

of 10-year bonds at 99 with a coupon of 14% percent for a yield of 14.95 percent. The issue, however, suffering from the long maturi-ty, ended the week trading at 96% bid, lifting the yield to 15.41 per-

The European Investment Bank's tap issue, whose initial por-tion was priced a week ago at 94% to yield 13.9 percent, ended the week at 90% bid, lifting the yield

to 14.8 percent. Overall, according to White Weld Securities, Eurobond prices

fell by 14 points on short-dated bonds and up to 14 points on (Continced on Page 18 Col. 5)

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Portugal, Greece, Colombia Set to Award Mandates

PARIS -- Portugal, Greece and Colombia are expected to shortly award mandates to banks to organize sizable syndicate Eurocurrency loans, but all three borrowers, although long-rumored imminent. have still not taken the final step.

Portugal, which will be seeking \$500 million, will have trouble getting off the ground, bankers report, because the amount is large and the conditions it is insisting upon — borrowing costs to start at a slim % point over the London interbank offered rate — will fail to attract wide support in the mar-

Greece, which wants to raise \$400 million, expects to award its mandate by Friday. Very likely, it will seek to borrow at a cost of % point over Libor for the first five years and a half-point over Libor

for the final five years. This is likely to be a "club" deal, with 10 or so banks underwriting the entire amount with no illusions about being able to broadly syndicate it. Colombia is looking for \$200 million for eight years and is seek-ing a split rate of %- ¼ point over

South Korea's Export-Import Bank is reported to have decided

SYNDICATED LOANS

to try to market its \$400-million, eight-year deal by itself rather than appointing a bank or a group of banks to do it. The \$200 million portion that will be backed by the promissory notes it holds in its own portfolio from major commercial banks around the world re-portedly will be offered with a margin of % point over Libor.

The remaining \$200 million pure Korean risk will be marketed with a margin of ¼ point over Libor. which bankers argue is much too in the London interbank market.

tight. Recent South Korean loans have come to market with margins of % point over Libor or a split %- lion for 10 years to help finance % point

One of the few new operations to be actually launched last week was for Morocco, which is seeking \$300 million for eight years. It will pay 1½ points over Libor for the first six years and 1½ points over Libor for the final two years. Morocco last paid on an eight-year loan a split rate of I point for five years and 1% for for the final three

The Ivory Coast has mandated Chase Manhattan to organize an eight-year loan of up to \$250 million including a portion denominated in special drawing rights, the first for a developing country.

The dollar portion is for up to \$150 million at a margin of 1%

point over Libor for the first three years and 1½ points thereafter. The SDR facility is for the equivalent of up to \$100 million at a margin of 1½ points over the six month SDR deposit rates offered in the London interlab

the purchase of two Boeing 747s at reportedly very fine margin of a half-point over Libor throughout. Eletrobras, Brazil's state electricity utility, has awarded the mandate for its \$300 million Euroloan to a group of seven interna-tional banks: Bank of America, Canadian Imperial Bank of Com-merce, National Bank of Canada,

air carrier, is looking for \$145 mil-

Chase Manhattan, Libra Bank, Arab Banking Corp. and Dresdner Bank. The margin on the eight-year credit will be set at the option of lenders at either 2% point over Libor or two points over the higher of the U.S. prime rate or the 90day rate on certificates of deposit.

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Telex: 886643

FISHERIES DEVELOPMENT PROJECT IDB LOAN 390/OC-GY CONSTRUCTION OF TRAWLERS FOR THE HARVESTING OF SHRIMP AND FISH BY CATCH

PREQUALIFICATION NOTICE

yans Fisheries Limited, a company owned and operated by the Covernment
Guvans and engaged in the business of abrimping and fishing, is in the
seas of modernium; its fleet and processing facilities through a losn from the
cr-American Development Bank.

THE FISHS

2 (lisheries development project (IDB Loan 390/OC-GY): Consists of the coving items:

—The purchase of up to 20 new shrimp, with fish by-catch trawlers.

—The adaptatoo of 10 old shrimp trawlers for use as demersal fishing

— improvements to the processing plant of Cuyana lisheries limited.

—The purchase of refrigerated trucks.

e services of internationally recognized ship-huilding companies will be unrel for the construction of up to twenty (2th vessels. The travelers will be unrel for the construction of up to twenty (2th vessels. The travelers will be -70 feet overall length, steel halfed and designed to operate off the coast of vans, South America. The boats design will include capability for the storage both designs and first he match. both shrimp and lish by-catch. inpanies wishing to be prequalified may request a copy of the prequalification

The Manager Internal Consultancy Unit Internal Consultancy Unit
Guyana State Corporation
166 Waterloo Street,
Georgetown, Guyana, P.O. Box 1020.
Cable address: GUYSTAC.
Telex N°: 2276 GY - Telephone N°: 69699, 67733 equalification questionnaires must be submitted to this address by May 15,

itation for prequalified companies to tender will be sent out on June 30. e propert is funded by IDB through its ordinary capital resources therefore S so qualified

CURRENCY RATES Interbank exchange rates for March 27, 1981, excluding bank service charge

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0.6712 0.20 N.A.*
228.92 — 4.726 x
N.A. N.A. N.A.
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Schilling 15/97
Singapore 5 2/972
S. Korenn won 474.10 \$ Corrency Per U.S.\$ 0.1888 Hoos Kons 5 5.2945 1.705 Irish £ 9.2853 0.465 Danish krose 5.4725 0.193 Peruchana 51.90 0.245 Fiz. mork 4.862 0.0048 Yan 212.05 Equiv.

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0.0116 Peselo 7.7975 0.8177 8.975 0.2743 2.287 5.42 86.20

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cial frame. (b) Amounts needed to buy one sound. (*) Units of 100. (z) Units of 1,000.

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Ford, Strong Overseas, Seeks Import Curbs

By John Holusha

DETROIT - Ford Motor Co., which has long overshadowed its archrival, General Motors, with the success of its international operations, has been, almost paradoxically, a leader in Detroit's recent lobbying for restrictions on Japanese auto imports.

And its efforts come as company officials are deciding whether to shift more of their own production and assembly overseas to seek cost

As recently as September, 1977, Ford's former chairman. Henry Ford 2d, confidently declared, We will push them back to the shores," when asked about imports. But lately, Ford officials

have been pressing for a halving of with Merrill Lynch. He said the imports for the next five years. The reason for the company's

demand for protection, which could invite restrictions on its own overseas shipments is, according to industry analysts, that it is especially vulnerable to imports. While General Motors was rush-

ing development of its front-wheeldrive "X" cars and Chrysler its "K" cars, Ford was emphasizing its larger, more profitable models. As a result, when public tastes abruptly switched to advanced-design, fuel-efficient cars, when Ira-nian oil was cut off in 1979, Ford was left largely with old-fashioned

cars.
"Ford has a two-year hole in its product lineup," said Harvey Heinbach, an automobile analyst

rear-wheel-drive Ford Fairmont-Mercury Zephyr series of cars, which compete with the "X" and "K" cars in the lucrative midsize market, were not due for replacement until well into the 1983 mod-

Because of its product problems, Ford has lost a disproportionate share of the market to imports, most of them Japanese. While GM was holding on to 46 percent, Ford's share last year dropped to 16.5 percent from its customary 22 to 23 percent.

As the company's annual report, issued Friday, amply illustrates, slumping sales quickly resulted in financial losses. According to the report, Ford had a worldwide pretax loss of \$2.27 billion. Credits for taxes paid in the past reduced the loss to \$1.5 billion, still the second largest in American corporate history after Chrysler's \$1.7 billion loss for 1980.

In North America alone, the after-tax loss amounted to \$2.1 billion. In recent interviews published in the Detroit newspapers, Ford's president, Donald E. Petersen, said the company was permanently shrunken in North America and would probably not regain more than 20 percent of the mar-

In addition, federal financial aid to Chrysler, coupled with the wage concessions granted it by the Unit-ed Automobile Workers union, has increased the pressure on Ford. "Ford is caught in a squeeze be-tween GM, which has the financial strength to weather the current slump, and Chrysler, the beneficiary of federal assistance," The Detroit News said.

Nevertheless, virtually no one considers Ford "another Chrysler." Most analysts point out that the company has \$3 billion to \$4 billion in financial reserves on which it can draw, if necessary. But they, and the company, agree that the only real solution is to sell more cars, a task that would be greatly eased if fewer imports were entering the market.

prove by 1982, as most people expect, Ford should be OK," Mr. Heinbach said. "If they don't see the light by then, I'll be con-

But even if the overall market improves, Ford, along with the rest of the domestic industry, must cope with a cost disadvantage estimated by former Transportation Secretary Neil E. Goldschmidt at \$1,000 to \$1,500 a car compared with the Japanese.

If imports are restrained, prices would likely rise, easing Ford's cost disadvantage as it retools to produce more competitive cars. But if imports are not curbed, Ford, with its large, cost-competitive overseas operations, has the option of producing more vehicles outside the United States and shipping back into this market.

"These are bet-your-company decisions for Ford, and to a lesser extent GM," said a well-placed industry analyst. "They have to make tooling decisions for the '83 and '84 models within the next few months, and they'll have to live with the results for years."

In his published interview, Mr. Petersen stated Ford's position starkly. Unless imports are cut, he said, "I think it should be pretty apparent that there will tend to be ogressively more decisions to out-source components, to out-source whole automobiles if neces-

Mr. Petersen added, "We cannot continue to spend billions on programs that make no money," an apparent reference to the company's Ford Escort-Mercury Lynx line, which has been a sales success, but which company officials

say has yet to earn a profit. Ford's major plants in Britain, West Germany, Spain and South America earned a profit of \$475 million last year, despite a sales slump in Europe. Analysts say that Ford's operations are cost-competitive in the partially sheltered European and Latin American mar-



Henry Ford 2nd 'push them back to the shores'

(Continued from Page 17)

long-term issues. It said the aver-

age yield to maturity on seasoned issues with up to five years to run

increased to 14.04 percent at week's end from 13.7 percent a week earlier and to 13.67 from

13.47 percent on bonds with up to

From Tokyo, Renters reported that Caterpillar Mitsubishi, a joint

U.S.-Japan tractor venture, plans to place privately a \$15 million

yen-linked straight bond this month in the Mideast market

Reuters reported that the 74-year

issue is expected to be priced at par bearing a coupon of 8% per-

cent. The bond is to be linked to

the year, whose exchange rate to

the dollar will be fixed at the issue

Two Japanese companies,

Ajinomoto and Marubeni are

planning to sell shares on the Eu-

romarket through the issuance of

European depositary receipts. Ajinomoto is expected to sell about \$10 million worth of com-

mon shares and Marubeni \$25 mil-

lion worth. The Marubeni EDRs

are expected to be offered at about

a 5 percent discount from the pre-

vailing Tokyo price, bankers re-

Privatbanken, legally unable

to issue capital notes at a discount,

was forced to increase the coupon

it offered on its £12 million of sev-

en-year notes to 14½ percent from

the initially indicated 14% percent.

The notes were sold at a premium

of 100%, reducing the yield to 14.44 percent. To arrive at the

same yield while holding the

coupon unchanged, the bank

would have been obliged to sell them at a discount of 99%.

Currently on offer is a £25 mil-

lion, five-year note for Hiram Walker Holdings bearing an indi-

cated coupon of 14 percent. The

notes will be guaranteed by Walk-er Home Oil, a Canadian holding

company that accounts for the en-

ergy and whiskey operations of the

sue to 250 million francs from the initially indicated 200 million

francs and cut the coupon to 14%

The notes ended the week at 98%

after having been priced at par on

State-owned Air France is cur-

rently in the market, offering 200 Eurocl.

• In the French franc sector.

Hiram Walker group.

In the other market sectors:

time for repayment.

Interest-Rate Volatility

Cuts Short Another Rally

News of Polish Default Com As Aid Talks Prepare to Ope process of growing interdepen-dence, which was backed up by the

(Continued from Page 17) tions with Poland that some bankers are expressing doubts about its

In effect, they fear that the Soviet Union is setting them up as the villains in Poland's deepening economic calamity by putting them in the position of cutting off its access to Western imports.

Ever since Western bank lending to the East bloc picked up moentum in the early 1970s, analysts have been divided over the implications of the trend. Some said it was a self-sustaining process while others argued it carried the seeds of its own collapse.

Proponents of the policy argued that it represented an irreversible

bearing a coupon of 14% percent.

• The first issue denominated

in new Enropean currency units (ECUs) was issued for Softe, the Lucembourg holding company of the Italian management of th

the Italian state-owned telecom-

muniations company STET. The six-year issue of 25 million ECUs

was sold at par bearing an annual

market performance of this issue, lead manager Kredietbank will

serve as clearing house for all trad-ing until June. This will permit it

to see who is trading at what prices

and should therefore inhibit un-

derwriters from any temptation to

· in the Deutsche mark sector,

prices declined in the wake of ris-

ing fears of a Soviet intervention in

Poland. In the domestic market,

the federal government announced

plans to issue 1.5 billion DM of

eight-year paper bearing a coupon

of 10 percent. An issue price of 1014 will cut the yield to 9.77 per-

The Asian Development Bank

sold its 100 million DM of 10-year

bonds bearing a coupon of 10 per-cent at a premium of 100%, curting the yield to 9.92 percent. The bonds opened trading at 100%.

In related news, Ross & Partners

announced over the weekend that

Drexel Burnham Lambert has ac-

quired for cash the entire share

capital of Ross & Partners (Securi-

ties). As a wholly owned subsidi-ary of the Drexel Burnham Lam-

bert group, Ross & Partners,

whose aggressive trading strategy is a steady source of controversy

within the dealing community, will

contine its trading under its own

name. Stanley Ross continues as

chief executive officer and Roger Jospe of Drexel Burnham becomes

Eurobond Yields*

Week Ended March 25

2,107.0 1,516.8

4,746.4 4,161.9

International institu-

Industrials, long term.... Industrials, medium term

um term French fr. medium term

tions

To keep a tight grip on the after-

coupon of 13 percent.

dump the issue.

hure mineral resources of the Soviet Union. In an emergency, it was believed, Moscow would bail out any ally who got overextended.
Others said the lending had a liberalizing impact on Eastern Eu-

rope that was beyond the control of the Soviet Union. They predicted collapse on the day when Westem banks, presenting the tighy face of capitalism, would be forced to demand repayment from overextended debtors. The banks, then, would drive Eastern Europe back into the protecting embrace of the

The suspicion that this is what is happening is by no means univer-sally shared by bankers. "I fail to see the logic of how Potand's ac-tions fits this scenario," said another New York banker who admitted to having heard the same suspicions about a "chorcographed

This talk emerged last week as U.S. bankers met in New York to discuss their approach to Poland's request to meet anew in London on Tuesday. That meeting - now apparently academic in its main mission — was scheduled as a follow-up to Poland's month-old request for an immediate \$1 billion loan to tide it over its cash crisis. The U.S. banks have appointed 11 institutions to represent them in the talks (basically the 10 largest inks minus Continental Illinois and Security Pacific but including Irving Trust and Marine Midland plus First Wisconsin representing the smaller, regional banks). Bank America and Citicorp named to head the team.

Attendance Uncertain

But the West German and French banking communities were either unwilling or unable to ap-point representatives to this "task force," and they were unable to say which or how many banks would show up for the meeting. The French banks were arguing that they were unwilling to consider making further unguaranteed loans, and the West Germans were insisting that negotiations be con-ducted by the Poles with each uational group of lenders rather than on a global basis.

At this point, the banks are nervously looking over their shoulders to make sure that no bank or group of banks succeeds in reduc-

ing its outstanding lending to Po-land at the expense of the other non-guaranteed creditors. In fact, Poland has repaid banks

WASHINGTON — The Federal Home Loan Bank Board will consider allowing savings and loan as-sociations to sell their old low-interest mortgages through a com-plex transaction providing tax shelters for investors, John H. Dalton, outgoing chairman of the bank's board, said Friday.

The proposal by Mr. Dalton, a Democrat, came as a susprise to which could lose considerable amounts of tax revenue if the sug-Richard Pratt, has not commented

proposal Mr. Dalton discussed in a speech in Boston Fri-An S and L would form a part-

They are owed a total o ion during all of 1981. German banks at the top (\$678 million), followe American (\$575 million (\$378 million), British lion), Austrian (\$203 mil ian (\$195 million), Bels million), Dutch (\$129 Swiss (\$107 million). (\$95 million) and Cana

milion). The banks are expect lightly in declaring a c = part because there are fe nonal assets of Poland's easily be attached, and i cause an agreement am em governments on re-the debt owed them cou pleted as early at the en-Before that could be imp the banks would have he to reschedule their debt that were no better that

cepted by the governmen The bankers' delay i their own parallel ne means a painful delay t before it can begin to be the official settlement.

Changing Conditi-The official debt. sources report. Would cheduled for relatively ods - nine months or ti — to be renewed on con the Soviet Union has no Poland and that the P

progress in improving es report that European on a specific wording an invasion has been dre if is reported that the ! Solidarity is a absolute for continuing the resche What remains unclear the debt is rescheduled, : supply the "new" monwill need to maintain th ports needed from the recent study by Prof Portes written for the R. tute of international A mated that Poland would additional \$17-to-\$15

ment of a tolerable int external equilibrium. To hear the bankers amount will not be cor them. And the word fro-CODSCIOUS Was

new finance over 1981-t

to avoid any further bot

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Rescue Plan for Thrifts Prop

nership with some inve-tributing old mangage low-interest rates. The would put up cash. The would be sold by the ! at a loss, with the inves the loss as a deductio taxes. The savings and k not suffer any losses.

Then the partnership its cash — the money (by the investors and th and loan and the invest

BAKHRABAD GAS SYSTEMS LIMITED (AN ENTERPRISE OF PETROBANGLA)

INVITATION FOR PRE-QUALIFICATION OF BAKHRABAD-CHITTAGONG GAS PIPE LINE CONSTRUCTION CONTRACT

- Closing date extension -

This is to notify potential bidders that the closing date for the pre-qualification of Bakhrahad-Chittagong Gas Pipe Line Construction contract, issued on February 5, 1981, has been extended to April 6, 1981. These documents were available from selected embassies of Bangladesh in Bonn, Brussels, London, Ottawa, Paris, Rome, Singapore, Tokyo and Washington D.C.

MATERIAL ENQUIRY FOR STEEL LINE PIPE

This is to notify potential bidders that with respect to the enquiry for Steel Line Pipe, issued on February 19, 1981 in Dacca, Bangladesh, that the closing date for submittals of tenders has been extended to April 9, 1981.

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MARCH, 1981

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Merrill Lynch White Weld Capital Markets Group Moseley, Hallgarten, Estabrook & Weeden 1.

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Smith Barney, Harris Upham & Co.

L. F. Rothschild, Unterberg, Towbin

Wertheim & Co., 1

ABD Securities Corporation.

Atlantic Capital

Basle Securities Corporat

EuroPartners Securities Corporation Kleinwort, Benson

Robert Flem

New Court Securities Corporat

March 30, 1981

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45 Pointed arches 46 Cheap falseness

49 Title in Turkey 50 George —— Hill, director

of a 1973 Oscar winner 53 Makeshift 54 Oscar winner: 1961

57 Nebraska City's county 58 Take effect 59 Côte d'---, on

the Riviera 60 Mallard's milieu 61 Blue-pencils 62 Bench's

protection

DOWN

2 Layer of the

3 Tartan skirt

commune

Bride of Lammer-

moor'

6 Novel by

Anatole

5 Lucy in "The

iris

4 Dutch

1 Oscar-winning

director Ford:

26 Simple melody 27 Artery 28 Oscar winner: 29 Highly informal

7 Skates

8 "---- Got a

beauty 10 "If I Only Had

11 Oscar winner:

12 Midler role

18 Where to see

Carrée

23 Criticize

24 Ethereal

the Maison

25 Oscar-winner

George: 1970

13 Distant

Secret'

9 Lover of

language 30 Princess in the 31 Mushing necessities

33 Delivers a haymaker 36 Article in a bootery 37 Kind of lens

40 Mild cigar differences 43 Oscar-winning director McCarey: 1944

44 Some doorbells 46 Stylish 47 Brace; bolster 48 Stanley Steamer, e.g.

49 Small case 50 Mohammed — Pahlavi 51 Charge

52 Sergeant — W.W. I bero 55 Sen. Lugar's 56 Fordham

0

four ordinary words.

RANGL

JECET

HYRITT

GOTFER

Print answer here:

mascot

WEATHER

Solution to Friday's Pazzle

C P
13 92 Cloudy
7 45 Shower
12 72 Clavdy
11 52 Fassy
12 72 Cloudy
12 54 Fassy
12 54 Fassy
12 54 Fassy
13 55 Overco
13 56 Overco
13 57 Oceady
11 52 Claudy
12 34 Fair
13 6 Fair
14 57 Claudy
15 64 Fassy
16 64 Fassy
17 57 Fassy
18 77 Fassy
19 68 Fassy
19 7 68 Fassy
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19 68 Fassy LOS ANGILES MADRID MANILA MEXICO CITY MIAMI MILAN ROME SAQ PAULO SYDNEY TAIPEI TEHRAN TEL AVIV TOKYO TUKIS VRNICE WARSAW

RADIO NEWSCASTS.

BBC WORLD SERVICE

East Africa: 1413KHz and 212M Meditum Wave. 25.650, 21,640, 17,885, 15,420, 12,675, 11,620, 9,580, 7,120 and 4,850 KHz in the 11, 12, 14, 19, 24,25, 31, 42 and 47 meter bands. Nerth und North West Africa; 25,450, 21,470, 15,000, 11,750, 9,410, 7,130 and 5,975 KHz in the 11, 13, 19, 25, J1,42 and 50 meter bonds. Southers Africo: 25.650, 71,660, 17,680, 15,400, 11,520, 7,410, 7,120 and 4,005 KHz in the 11, 12, 14, 19, 25, 31, 41 and 49 meter bands.

Middle East: 1923KHz and 227M Medium Wave, 25,650, 21,710, 17,770, 15,310, 11,740, 9,410, 7,140, 6,120 and 1896 KHz in the 11, 13, 14, 17, 25, 31, 42, 47 and 75 meter bands Southern Asia: 1413KHz and 212M Medium Wove. 25,659, 21,559, 17,770, 15,310, 11,759, 9,600, 7,180 and 4,195 KHz in the 11, 13, 16, 25, 21, 41 and 48 meter bands.

VOICE OF AMERICA •

East and South East Asia: 25,678, 17,799, 15,370, 11,865, 7,570, 4,795 and 3,915 KHz in the 11, 14, 17, 25, 31, 47

The Voice of America proodcasts world news in English on the hour one of 26 minutes offer the hour during verying periods to different replans.

Western Europe: KHz 15,345, 7,255, 6,860, 5,955, 3,986, 1,177, 772, 11,760, 9,760, 1,276 in the 1927, 41.1, 49.5, 53.4,75.7,251 (medium wave), 377 (medium wave), 25.5, 30.7 and 222 (medium wave) meter hands. (A)ddle Gast: KHz 15.215, 11,615, 9,740,7,200, 4,840, 1,340 in the 19.7.45.2,30.7,41,7,427,238 meter bands. Roof Asks and Positics KHz 17.00, 17.740, 15.290, 11.740, 9.770, 26.000, 4,110 and 1,575 on the 14, 14.9. IYA. 25.9, 36.7, 11.5.49.2, 190 meter bands. South Asia: KHz 21,540, 17,740, 15,365, 11,915, 9,760, 7,165 on the 13,9, 16,9, 19,7, 252, 30,7 and 42.2 meter bands.

Airion: ICH2 14,040, 21,440, 17,270, 12,330, 11,915, 9,740 7,280, 4125, 5.915, 3.916 on the 11.5 13.8 14.8, 19.4, 25.2, 26.8, 41.2, 49, 50, 75.2 mater bonds.

'Overpaid' for Boring His Students, British Teacher Decides to Resign

United Press International .

United Press International

DERBY, England — Evan Rutherford, a lecturer in general studies the Lonsdale College of Further Education, says he is going to re because he is overpaid for teaching boring courses.

Dr. Rutherford, a graduate of Cambridge, says most of his students are bored by his courses, which include "How to Buy a House" and "How Trade Unions Work."

"I can't say I blaze a them." he said "I remaid to the contract of the contra

"I can't say I blame them," he said. "I am ridiculously overpaid and teach absolutely nothing." He plans to earn his living making pottery.

OKÁY, CHUCK, YOU'VE BEEN PESTERING ME FOR A CHANCE TO PITCH LET'S see what you can do.,

U

C.









IT AUTOMATICALLY ROLLS

OUT TO THE CURB WITH

YOUR GARBAGE



IT'S A BARGAIN

AT \$4800



PLASTIC GARBAGE CANS!



I'M SELLING THIS ROBOT ROUTER









A KISS. OF YOUR

MONEY



_IM



HE MIGHT FIND IT SAFER GOING

RING THAN DOING THAT



JUMBLE THAT SCRAMBLED WORD GAME
by Henri Arnold and Bob Lee

WHAT HE WAS DREAMING OF

PUTTING ON.

Now arrange the circled letters to form the surprise answer, 88 suggested by the above cartoon.

Jumbles: BRINY VIRUS LOUNGE CENSUS Answer: "As beginners, they appear to have no bad habits"—"NO-VICES"

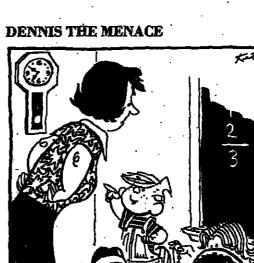
Imprimé par P.I.O. - I, Boulevard Ney, 73018 Paris



TAKE IT!









'ANYBODY CAN STRING BEADS, MISS RYAN.... BUT HOW MANY COOLD HIT THAT CLOCK TWO TIMES OUT OF THREE WITH 'EM.?"

BOOKS

THE WHITE HOTEL By D. M. Thomas. Viking. 274 pp. \$12.95.

Reviewed by Christopher Lehmann-Haupt

get out. It begins with an imaginary exchange of letters between Sigmund Freud and several of his colleagues. We are immediately interested because, aside from their extreme documentary plausibility, they discuss an unusual journal written by one of Frend's patients - a "normally shy and prudish girl" in the throes of "a strengthened Freud's "conviction that I am on the right lines in positing a death instinct, as powerful in its own way (though more hidden) as the libido." The journal, "given birth" to after its author visit a health spa called Bad Castein visit according to Frend Bad Gastein, is, according to Freud, "as if Venus looked in her mirror and

saw the face of Medusa." The next section of the novel, called "Don Giovanni," ostensibly because its lines were written by the girl be-tween the staves of the score of the Mozart opera, consists of a long nar-rative poem, describing in surreal log-ic and pornographic language a love affair carried on at a resort referred to as the "white hotel" between the narrator and Freud's son. Apparently this poem is part of the journal re-ferred to in the earlier correspondence, a suspicion that is confirmed by the section that follows, called "The Gastein Journal," which elaborates in prose the muffled surreal events of the

The next section, called "Frau Anna G.," begins: "In the autumn of 1919 I was asked by a doctor of my acquaintance to examine a young lady who had been suffering for the past four years from severe pains in her left breast and pelvic region, as well as a chronic respiratory condition." Fran Anna G. is, of course, the author of "The Gastein Journal," or rather Freud's invented name for her. In per-fect mimicry of an actual Freud case history, the novel then describes how Freud, by combining the evidence of The Gastein Journal" with Anna G.'s recollections of her life, was finally able to get to the bottom of her hysterical symptoms.

Cerebral Detective Story

This proves to be an exciting, if somewhat cerebral, psychoanalytic detective story, which, to oversimplify, reveals Anna to be troubled by homosexual impulses, a longing for the oceanic feelings of being in her mother's womb and a deathly fear of bearing children. "It remained uncer-tain why the pains attacked the left side of her body," Freud concludes. "No analysis is ever complete; the hysterias have more roots than trees."

This brings us to the halfway point of "The White Hotel" and completes the background of its heroine, who turns out to be in fictional actuality a half-Jewish, half-Polish opera singer named Lisa Erdman. The final three sections of the novel trace from an omniscient viewpoint the remainder of Lisa's life — her modest success in opera, her further correspondence with Freud, her move to Kiev to marry a Russian-Jewish baritone named Victor Berenstein, and her eventual execution alongside Victor's young son in a Kiev ravine called Babi Yar.

demographers.

The government hopes to red the growth rate to 1.5 percent over next decade, but some experts bei

But several remarkable effects serve to illuminate and apotheosize Lisa's cent. At that rate, it is estimated tragic history. To begin with, we have come to know so well the symbolic

To is easy to get into this strange and beautiful new novel by the English poet D.M. Thomas, but not so easy to get out. It begins with an imaginary one. For instance, the trainbight uld in the contract of seduction with which her pornogrillar- 1d re ic poem hegins.

_ Up

≈. Ra Flein'

hico crshir

I have started an affair with your son, on a train somewheretice ince in a dark tunnel,

ll of ques nost_{in a} re-echoes throughout her story un the will severe sexual hysteria" — which has at last becomes her mutilation in mating a trengthened Freud's "conviction that wast sea of dead flesh in the diad sich h Babi Yar, an association that Thorthember cues simply by naming the section to which this catastrophe occurs as

which this catastrophe occurs as Sleeping Carriage."

So Lisa has not been merely neutry of ic to associate sexual intercourse what receive the control of the care intercourse what has been as to children. As she realizes whether it dawns on her that she and her in been a loved stepson are to be shot. "Nabolic Ashe knew why she ought never to be \$3.3 is a had children."

This may mean that Lisa is class. Sunda when she foresees the death of a given daughter Sophie. But it also measure that her unconscious mind is in too with a timeless realm beyond deem home where 20th-century history can commisseen as catastrophe and the only it safety lies in a womb called "the wit."

seen as catastrophe and the only tr safety lies in a womb called "the wf-hotel." This is certainly what Thot-seems to be confirming when he sil-room the final section of the book in a call Palis in the Holy Land, where in a sortal after afterlife, Lisa is reunited with it, and longed-for mother.

afterlife, Lisa is reunited with et, and longed-for mother.

If this section fails somewhat, y optim the paradoxical reason that a resid pay beyond time is difficult to evoke inissociatin art form that depends entirely lers bettime's passage, it is about the class built part of "The White Hotel" that di overpriso. To describe this novel as spailes, an tingling in its indescribable poetic from the feet would be to trivialize its faithink foundly tragic theme. Say then tha foundly tragic theme. Say then tha \$5000 is heart-sumning.

Christopher Lehmann-Haupt is the staff of The New York Times.

Census Shows India Population Mar At 684 Million

United Press International e. NEW DELHI — The results:

1981 census confirm indicate & USTI population experts say is a disf rate of population growth.

The census results indicate to the census results in the census results results in the census results re

population has doubled to 684 r in the last 30 years, meaning 12 now has 15 percent of the wipopulation and only 3 percent of available land.

The growth rate, which had been ported as having dropped to 1.9 g. cent during Prime Minister Ind Gandhi's 1975-1977 emergency r when sterilizations were forced unwilling Indians, in fact has b lemographers.

The government hopes to red be growth rate to 1.5 percent over closer to 2.2 percent, according

it could increase to as high as 2.4 i country's population will don again by the year 2000.

CHESS.

NO, IM SERVOUS

SOMETHING JUST CLICKED, GET

YOUR COAT.

THATS

MAX EUWE once said of the man with whom he split two world championship matches: "Even if there are a thousand general reasons for rejecting a move, Alekhine is always ready to consider it."

A half-century ago, it was common to rely on a playing routine made up of loose generations and rules of thumb, but Alekhine, extraordinarily zealous to win, was not content with the sort of tepid performance that produced all too many draws. He made the exceptional nuance his fa-

Nowadays, when all of the routines are even better understood, it is the more important to follow Alekhine in unearthing the striking exception. That is what Jan Timman, a Dutch grandmaster, did in his victory over Anthony Miles, a British grandmas-ter, in the 12th round of the Hoogoven International Tournament Wijk-aan-Zee, the Netherlands. In the Miles-Taimanov game from

Timman hurried with 10 . . . N/2-

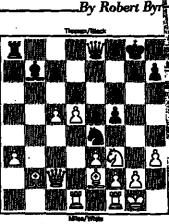
B3! (in place of 10 . . . 0-0) so that he could threaten 11 . . N-N5! His idea was that after 12 P-R3, White's KN3 square is slightly weakened and this means that later, after 14 ... N/4-B3. Miles could not well elect the knight from its outpost by 15 N-K1, Q-K1; 16 P-B3 because of 16 ... N-N6. Thus, Miles was denied the strategy be used in defeating Ulf

Andersson in the fourth round.

The basic thread that runs through this sort of position is that Black must make a tower of strength out of his Make a twee bit strength out of ms kinght at K5 to compensate for the White bishop-pair. Had Miles tried to subvert the plan by 11 N-Q2, the position would have become level after 11 . . . NxN: 12 QxN, N-K5.

Aggressive as always, Miles pressed for a queenside attack with 16 P-Q5!?, a pawn sacrifice that was better declined, since 16 PxP?!; 17 PxP. clined, since 16. PxP?!; 17 PxP, NxQP?! (17. BxP?!; 18 QxP) leaves Black with a weak isolated and backward QP); 18 B-B4. P-B3: 19 P-N5, K-R1; 20 PxP, QxP, 21 RxN, QR-B1; 22 BxPchl, KxB; 23 Q-N2ch, N-B3; 24 R-Q4 regains the pawn, yielding White positional superiority and kingside attacking chances.

After 16. P-K4, Miles charged shead with 17 P-B5, anticipating that 17. NPxP; 18 PxP, NxQBP?!; 19 NxP, BxP; 20 RxB!, NxR; 21 B-B4, P-



B3; 22 NxP!, QxN; 23 Q-Q2, K-Rd 24 BxN, Q-Q2; 25 BxR, RxB; 26 P Q1 would yield him strong pressur against the backward QP and the kin

position.

But he surely never dreamed the Timman would be brave enough to a

Timman would be brave enough to a tempt the extraordinary pawn snate with 18. BxP!, permitting !; PxP, PxP; 20 RxB, NxR; 21 B-B with a fearful-looking pin. Howeve after 21. Q-B3!. Timman woul have refuted 22 R-Q1 by 22. QR-B1!; 23 BxNch, QxB.

Moreover, 22 Q-N3, N-B3; 23 I, Ql. QR-N1!; 24 Q-R2, RxB!; 7 BxNch, QxB! forces White into cachange-down ending. There mained 22 Q-Q3, N-B3; 23 R-Q1. Ja Timman was ready with 23 P-K5!, reaching a winning ending ter 24 N-Q4, PxQ: 25 NxQ.

After 47. RxP, Miles was texchange and two pawns down, so gave up. gave up.

مِلَدًا مِنْ إِلْمُصِلُ

ton he was runner-up after Sten-

mark made a magnificent second

"I never gave up hope." Mahre said Saturday. "In St. Anton my slalom started to come back around, and then I had some good

races here and there. Once I start-

ed concentrating on my specialties, I knew it was possible to win the

Before the race in St. Anton,

Mahre, 23, was regularly entering

donwhills to gain points in the combined. It was the training re-

quired for downhill, he said, that made him less proficient in his spe-

ringemar had almost all the points he could get and I had very few," Mahre continued. "I had nothing to lose by going full blast, and I had everything to gain. So I just went as fast as possible in these last races, and if i fell, then I fell."

Missed Opportunities

Mahre won slaiom races in Sweden

and Japan and a giant slaiom at

Aspen, Colo. Earlier this week he

missed two chances to clinch the title in Borowetz, Bulgaria, where he finished fifth in a giant slalom

It was his brother. Steve, who

denied Phil the runner-up position he needed to win the champion-

ship on Wednesday. Asked here if there was any family animosity af-ter that slaiom race, Phil said:

"Oh, no. Steve is just another per-

son to compete against. I have to beat him if I want to win the World Cup. I wouldn't let him win and he wouldn't let me win."

As Mahre was talking, Marolt

extended his hand through the mob and told the new champion,

"We've waited a long time for this." Never before had a non-Eu-

ropean won the overall men's championship. No American ever came close. Phil Mahre could be

aptly described as the best ski

racer that the United States ever

and third in a slalom.

In the weeks after St. Anton.

"Ingemar had almost all the

cialties, slalom and giant slalom.

run to win the race.

thre Beats Stenmark for Ski Title

erican Is 2d to Zhirov in Final Giant Slalom to Capture World Cup

By Nick Stout

rnational Herald Tribune Switzerland - Phil his weekend became the rican to win the World Upine ski racing. By fin-cond in the giant stalom-Saturday, behind Alex-irov of the Soviet Union. irrov of the Soviet Union. Zhirov, who won four of the last ained enough points to five races and thus dispelled any Ingemar Stemmark, the the has won the trophy tes in the past and led the tendings for much of this

from Yakima, Wash, morning run with Mabre in second

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-Theres Nadig and Phil Mahre, overall World Cup skiing sions, hold up their trophies at the awards presentation.

the final event of the season, in second behind, and Zhirov in third Anton. Austria, on Feb. I his best third place or better. Stenmark alplace. After Zhirov posted the best result was fourth place. In St. Anready had carned the maximum number of points in the giant slaions and therefore did not benefit by his third-place finish. The duel for the overall cham-

remaining doubts about whether he should be taken seriously as a contender in slalom and giant slalom next season. Stenmark was leading after the

> While he patiently cooperated with the throng of reporters and photographers that immediately surrounded him, Mahre took time to radio instructions to his twin brother, Steve, who had yet to

> "Just get the rhythm at the start," he shouted into a walkietalkie. "You've got to get around that first pitch. Make good crisp turns. Then, on that sidehill down below you're working toward that last little pitch. After that it's fairly straight so just let 'em run. Then nail that last little turn for the last flat down here."

> Steve Mahre, who was 14th after the first run, ended the day in 19th

Phil Mahre's results in the early part of the year were not impres-sive. Until the slalom race in St.

Gretzky Equals Record

DETROIT - Wayne Gretzky tied the National Hockey League single-season scoring record Saturday night, scoring an assist in the Edmonton Oilers 4-2 victory over the Detroit Red Wings. With 53 goals and 99 assists, he has equaled the 152 points scored by Phil Esposito during the 1970-71 season, when Esposito scored 76 goals

fter a Long, Exciting Winter, ciers Bid Each Other Farewell

By Nick Stout

ional Herald Tribune , Switzerland — The 1980ld Cup ski season officially on the day that Europeans their clocks ahead for Sum-

us a long season, especially non-Europeans. Stretching arly four months and three nts, the campaign included n's races and 28 women's

nd girls of winter raced in ditional season-ending paralom events that are staged.

ara McKinney and Ingemar rk, both of whom were the 1 giant slalom this year. the ceremonial victories. trallel slatoms would have i toward the Nations Cap if iss team had not clinched ampionship weeks ago.

Exciting Season

traveled across Europe ast to west and back so imes this year it was ridicu-complained Steve Mahre, rother of the champion. : been in Europe four times for all its grue, the season se of the most exciting in

y. Not only did the men's title remain unclaimed unfinal day, but the men's ill season also was reduced final race, a development ast have set well with those s who changed the scoring) many times in search of a : 13 that would keep the stand-

te men's downhill, the most and to some the most ous of the three disciplines, Veirather brought the men's sck to Austria after a twopse following the decline of Klammer. So close was the that Steve Podborski was ; at the finish area in Aspen, as the apparent winner of ne final race and the champ when Weirather, starting position, overtook him by dredths of a second. isidering the way I started

are is no way I can complain ny results this season," Podsaid here, referring to his peration and the subsequent itation that lasted into the ing of this season. "In As-kied a poor race and Harti good race, that's all." Earliiborski had won three cone downhills, including the erous Hahnenkamm in chel Austria.

While Nadig clinched the over- France. McKinney, at 18 the all women's title in Furano, Japan, youngest member of the U.S. two weeks before the season's end, team, won a third time in Aspen her Swiss teammate, Erika Hess, and wound up with the women's stole some of her glory. Hess did giant slalom championship. nothing less than win the final six women's sialom races. Then, when there were no more sialom races left to win, she captured a giant sialom, the season finale.

The Russians Arrived

It was also the year in which the Russians arrived. With four solid new overall champions, Phil Russians arrived. With four solid and Marie-Theres Nadig, skiers — Vladimir Makeev and ed their respective trophies Valeri Tzyganov in downhill, and y after they and the other Alexander Zhirov and Vladimir skiers - Vladimir Makeev and Alexander Zhirov and Vladimir Andreev in slalom and giant sla-lom — the Soviet Union was bound to reach the victors' pedestal in due time.

First to arrive was Tzyganov, who won the opener of the down-hill doubleheader in Aspen. Then, lest the achievement be too soon forgotten, Zhirov won four of the last five races — three giant slaloms and a slalom. Unfortunately for Zhirov, his sudden success was overshadowed by the Stenmark-Mahre duel.

If a person with 10 victories in a season can be said to have failed, then Stenmark failed on two fronts: He not only was unable to claim the overall championship, but he also stopped short of sur-passing the record of 62 World Cup victories, including com-bineds, that he holds with Annemarie Moser-Proell of Austria.

Surprise Victors

Stenmark said that he plans to continue skiing with a B license, which allows him to accept commercial money over the table in-stead of under it, and that he might forget about the overall championship next year and instead concentrate on only one discipline, either slalom or giant sla-

Among the surprise victors this season were Toni Buergler of Swit-zerland and Bojan Krizaj of Yugoskavia, both good skiers but not among those forecast to win the Lauberhorn downhill and slalom races, respectively, in Wengen.

A few weeks later in Haus, Austria Gerry Sorensen of Canada de-nied a downhill victory to Irene Epple, who already had posed for photographs. Sorensen, a 22-year-old late addition to the Canadian team who had not been in a World Cmp race before this season, was the 30th skier out of the gate that

McKinney, who won the first World Cup race of her life in Haute-Nendaz, Switzerland, in mid-lanuary, followed up with a victory two days later in Les Gets.

terican Outruns Ethiopia Team, eps World Cross Country Title

States retained his world meter cross country title ay, opening up on the final the Zarzuela racetrack here

+U.S. Curling Final Volted Press Internation DON, Ontario (UPI) anner of Switzerland upset on skip Kerry Burthyk Sat-

7-4, to carn a berth in Sun-inal of world curling cham-ip against the United States. won its semifinal against

From Agency Department to pull away from an Ethiopian contingent that had set a torrid

Grete Waitz of Norway won the 4.4-kilometer women's title for the fourth consecutive year. Jan Mer-rill of the United States was secand Elena Sipaiova of the Soviet Union third.

brother of former heavyweight Virgin, 25, overtook Ethiopia's Mohammed Kedir and drew away champion Leon Spinks, furthered his quest for the World Boxing Council light heavyweight title by stopping former WBC champion Marvin Johnson with a left book for a two-second victory in 35 minutes and five seconds. Kedir, the Olympic 10,000 meters bronze medalist, was second and Fernanin the fourth round in a scheduled do Mamede of Portugal third. 10-round bout Saturday.

composite time in the afternoon, Mahre began his run. As he came into view from the finish area the U.S. Alpine program director, Bill Marolt, clenched his fists and mut-"Push, Push." Mahre's time flashed on the scoreboard it was evident that he was the new champion.

Brotherly Advice "It's hard to believe," Mahre said while still catching his breath. "It means a lot, as much or more

winner of the women's downhill at

As in most sports, much of what

transpired was due in part to those who left the scene early with inju-

Stock and Uli Spiess through most

of the year weakened the Austrian squad. Ken Read twisted his knee

and broke his nose in Garmisch-

Partenkirchen, West Germany, and thereby relinquished his claim

as the top Canadian to Podborski.

Peter Mueller of Switzerland,

trying not only for his third con-secutive downhill championship but also for the overall title, ended

the course at Wengen and dislocat-

many people fell off the pitse in Kitzbuehel, the racers argued, and

in St. Anton an Italian racer's bro-

ken back was attributed by many

to the lack of safety nets. Ane in

Maribor, Yugoslavia, the women skiers held the first strike in the 15-

year history of the World Cup, re-

fusing to compete in a slalom be-

ered most of the snow with ice.

Argentine Takes

South African

WBA Title From

United Press International

JOHANNESBURG — Santos

Laciar of Argentina won the

World Boxing Association flyweight title in Soweto Saturday by battering defending champion Peter Mathebula into an upset sev-

enth-round knockout.
Stanley Burg, the American referee, stopped the scheduled 15-round fight when Mathebula stumped to his knees and refused

to continue, with blood spurting

from a cut over his right eye.
Ring officials said that Mathebula, South Africa's first black

world boxing champion, had a complete loss of vision in his right

eye. The fight, before a mostly black crowd of 35,000, was Mathe-

bela's first defense of the title he

took from South Korean Pac Shik-

im last December in Los Angeles.

Leonard Defends Title

SYRACUSE, N.Y. (UPI) — Sngar Ray Leonard, fighting for the first time since regaining his

title from Roberto Duran last No-

vember, successfully defended his World Boxing Council wel-terweight title Saturday with a

10th-round technical knockout of

a game but overmatched Larry

Michael Spinks Wins

ATLANTIC CITY (UPI) — Undefeated Michael Spinks,

With each injury came a revival

ed a shoulder.

Mahre, who receives a fraction of the publicity at home that he gets in Europe, was asked by a En-ropean journalist how Americans would react to his succe

"It's hard to say," he answered.
"It depends on whether the public picks it up or not. The Olympics Mahre won a silver medal in the slalom at Lake Piacid] made me pretty popular. In the last four or Jana Soltysova gave Czechoslo-vakia its first World Cup victory, and Elisabeth Kirchler, a 17-yearfive years skiing has come a long way in the United States and maybe this will help." old Austrian, was the unlikely

For the record, Zhirov won the race by 25 hundredths of a second, and Mahre was 21 hundredths in front of Stenmark. Paul Arne Skajem of Norway was fourth.

Mahre ended the season with 266 points, followed by Stenmark with 260, Zhirov with 185, Steve Mahre with 155 and Peter Mueller with 140. The 1980 champion, Andreas

Wenzel of Liechtenstein, was recovering from an injury early in the season and never did regain the winning form that earned him the title last year. Peter Luescher of Switzerland, the 1979 overall champion, also had an unimpreshis season early when he slid off sive year. The only real challenge came from Stenmark, who was the best overall in 1976, 1977 and of the ongoing discussion about the safety of the race courses. Too

"I think Phil deserved to win the World Cup because he skied well in all the events," said Stemmark, who except for one occasion refused to enter downhill races. "I was going well until the middle of February. Then I had a problem with motivation. I was mentally

Asked if he would do anything differently if he could have the sea-son back again. Stemmark said: "I cause an overnight rain had covwould try to ski a little faster."

MENTS GLANT SLALDM

1. Alexander Zhirov, Soviet Union, 2:19,80,

2. Phil Mohre, U.S., 2:40,85,

3. Ingernor Stennord, Sweden, 2:40,24,

4. Paul-Anne Skolern, Norway, 2:40,23,

5. Hornes Soless, Austria, 2:41,23,

6. Leonard Shock, Austria, 2:41,23,

7. Hubert Strotz, Austria, 2:41,54,

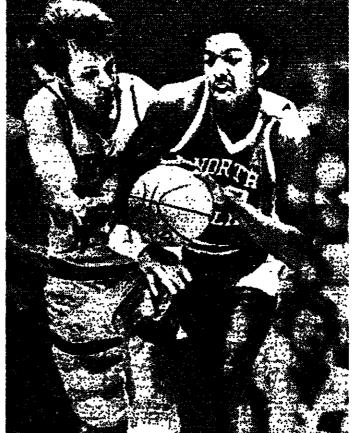
8. Jarie Holsnes, Norway, 2:41,58,

9. Viadimir Andreyev, Soviet Union, 2:42,01,

10. Jean-Luc Fournier, Switzerland, 2:42,06,

WORLD CUP STANDINGS Flagi Phil Mahre, 266 points.

1. Phill Mahre, 366 points.
2. Stemmart, 260,
3. Zhirow, 185.
4. Shave Mahre, 155.
5. Pater Mueller, Switzerland, 140.
6. Bolom Krizol, Yugoslovko, 134.
7. Andreas Weitzel, Liechtenstein, 13.
8. Harfil Weirother, Austria, 115.
9. Shave Pothorski, Canada, 119.
10, Christian Originsky, Austria, 105.



Carolina in their NCAA game, won by North Carolina, 78-65.

By Neil Amdur

New York Times Service

NEW YORK - Who says every-

Andrea Jaeger's 6-4, 5-7, 6-4 vic-

tory over Sylvia Hanika of West

Germany Saturday in the semifi-

nals of the Avon championships

was a 2-hour-30-minute alley fight.

Square Garden might have been aware of private differences be-

tween the two, who met earlier in

the week. But when Jaeger let out a

squeal of joy after Hanika's back-

hand volley sailed wide on a sec-

ond match point, it meant more

than a berth in Sunday's final

The triumph was Jaeger's sev-

enth straight over Hanika, and

also capped a series of frustrating

Navratilova, two-time champi-

The Jaeger-Hanika match was

the most interesting in the five-day

tournament for a variety of rea-

sons. Jaeger went into it still bris-

tling over a comment Hanika had

McEnroe Beats

The Associated Press

MILAN, - John McEnroe de-

feated Bjorn Borg, 7-6, 6-4, to win

a WCT tennis tournament here

Sunday. McEnroe took an hour

and 52 minutes to score his fifth

victory in 12 matches against Borg.

in a World Championship Tennis

tournament this season and his

third in a row in the Milan compe-

Transactions

BASEBALL

It was McEnroe's first triumph

Borg in Milan

on, had an easier time in beating

Bettina Bunge, 6-2, 7-5. The final is worth \$100,000 to the winner,

and the loser is assured \$52,000.

against Martina Navratilova.

episodes for the winner.

Few spectators among the rowd of 12,049 at Madison

thing is peaches and cream on the

women's tennis tour?

crowd

هكذا من الأصل

North Carolina To Play Indiana In NCAA Final

PHILADELPHIA — Indiana and North Carolina, two names synonymous with excellence in college basketball, are the last teams remaining in the National Collegiate Athletic Association cham-

In two unexpectly one-sided games on Saturday, North Caroli-na beat Virginia, 78-65, and Indi-ana defeated Louisiana State, 67-49. The winners will meet for the title Monday night
North Carolina, with Al Wood

scoring 39 points, blew by Virgina to earn vet another shot at a national title. Indiana, executing with the precision of a crack drill platoon in the second half, was backed by Landon Turner with 20 points in the opening semifinal The Tar Heels will be aiming to

give Dean Smith, their coach, his first championship in 20 years at the school, while Indiana is seeking to win its second NCAA crown in the last six years. The Hoosiers last won the title in 1976 in Phila-

North Carolina, making its sixth trip to the Final Four under Smith,

with her so vulnerable near the net.

Jaeger muttered a profanity to her-

self that was readible on her lips.

She lost her serve on the next

point, angrily shook her right fist

through interminably long baseline

hits that seemed to tax Hanika's

patience, particularly as she dealt with off-speed "moon balls" or

parlayed outstanding defense on Virginia center Ralph Sampson. the Player of the Year, with some exceptional outside shooting in the second half by Wood, a 6-foot-6 every game since joining the Tar Heels four years ago. The 39 points set a single-game scoring record for an NCAA semifinal. The old mark was 38 by Jerry West of West Virginia in 1959.

"Wood has done this for years," Smith said. "Now America saw it." Wood, shredding Virginia's defense from all parts of the court scored 25 points in the second half as the Tar Heels ran away with it.

"My shoulder popped in the sec-ond half," Wood said. "We iced it. It's a joint which gives me terrific pain when it gets loose and ro-tates." Wood said he would not be restricted in Monday night's game because of the injury.

Strong Second Half

Sampson, the 7-4 sopnomore who averaged 18 points, finished with just 11 points and had no field goals in the second half until he scored with 20 seconds left on a

"I didn't like the flow of the game so I switched from a zone to a man-to-man, hoping the defense would generate some offense," Virginia coach Terry Holland said. North Carolina handled it well." Sam Perkins scored 11 points

Of Round-Robin Championships Sam Perkins scored 11 points for North Carolina, and point guard Jimmy Black, scored all 10 of his points in a strong second half. The Tar Heels raised their record to 29-7.

For Virginia, Jeff Lamp had 18 points, Lee Raker had 13 and Jeff Jones 11 as the Cavaliers finished at 28-4. With the score tied, 27-27, at

halftime, the Tar Heels put the game away with two bursts early in the second half. North Carolina ran off nine straight points in a 4:04 span to move ahead, 36-30. Black, ordinarily not noted for his scoring, had three baskets in the

Virginia tied the game, 37-37, on a three-point play by Raker, but from that point, the Cavaliers were in deep trouble. North Carolina reeled off 11 straight points in a 3:26 span to take a 48-37 advantage. During that outburst Wood was superb, hitting four baskets in a row in one stretch.

Positioned in a sagging 2-1-2 zone, the Tar Heels always had at least two players on Sampson, but in the early going the strategy did not pay dividends as Virginia's Othell Wilson, Lamp and Raker were able to hit from the wings Sampson.

Indiana, down three points at the half, changed the entire tone of its game in one sudden sweep. The Hoosiers went on bursts of 11-0 and 8-0 early in the second half and LSU was no longer in the

game.
"I didn't expect it, but in my
wildest imagination, I thought it
was possible," said Bobby Knight, the Indiana coach. "I have a wild

imagination.
"We did a better job of going to the boards in the second half. We played out of anxiety instead of poise in the first half."

Indiana held LSU scoreless for 5:05 while running off 11 straight points and taking the score to 38-30. In that spree, Turner had nine points to provide Indiana with a

After LSU's Howard Carter sandwiched two baskets around a pair of foul shots by Indiana's Ted Kitchel, the Hoosiers reeled off eight straight points while LSU went scoreless for 3:22 to bring the score to 48-34, removing any hope for LSU and ending the Tigers'

NBA Standings EASTERN CONFERENCE

WESTERN CONFERENCE 51 30 £30 — 40 41 £94 11 39 £2 £61 12 36 £5 £44 15 x-Proentx 56
y-L. Angeles 54
y-Portland 44
Goiden State 39
Son Diego 36
Secritie 31
z-Clinched division Hite
y-clinched playoff berth
Sahurday's Results
Woshington 108, Debroth 103
New York 50, New Increw th 44 37 543 12 39 42 481 17 36 45 444 20 33 48 407 23

westungster nut Detroif füll (Porfer 24, Collins 71: Lang 20, Robinson 14, Mekeski 16). New York 90, New Jersey 83 (Richerdson 22, Cartwright 15: Robinson 22, Newlin 20). Utch 112, Los Angeles 110 (ct) (Dentiev 33, Nicks 24: Johnson 4, Abdul-Johbor 21). Denver 142, Golden State 139 (Thompson 38, Is-sel 26: King 32, Smith 23).

Runner Loses Record When Clock Breaks United Press International

GAINESVILLE, Fla. - Harrunner, celebrated his 24th birthday Saturday night by running the fastest 100 meters in history. But officials said he would be denied a world record because the photo-clocking camera broke down. Four stop watches clocked

Glance at an average of 9.74 seconds for the 100 meters, and officials rounded off the time at 9.8 seconds for the Florida Relays Track and Field meet re-

tenth of a second off the world

McEnroe moved into the final by defeating Sandy Mayer, 6-3, 6-4, in a semifinal match on Satur-CAMPBELL CONFERENCE

day. Borg eliminated Gianni Ocleppo of Italy in the other semix-St. Lauis Vancouver Chicago Edmonton BASEBALL
Americae Leopae
MILWAUKEE BREWERS—Placed Sab
McClure, pitcher, on the 21-day disabled list,
Battonal Leopae
CHICAGO CUBS—Traded Dennis Lomp,
Pitcher, to the Chicago White Sax for Ken Krovec_pitcher,
MCNTREAL EXPOS—Optioned Tom Gorman. Rives Smith. Tammy Joe Shimp, Kevin ALES CONFERENCE ## L T Pts. GF GA
42 21 13 97 319 224
42 23 12 96 321 276
29 34 12 70 297 325
29 35 16 55 221 337
Advans Division man, Bryn Smith, Tommy Joe Shimp, Kevin Mandaa, Bob Josses and Rick Engle, pilcters; Arthony Johnson and Pot Rooney, outfielders; Chris Smith and Dove Hashetler, infleiders; and Tom Wieshous, cotcher, to Denver of the American Association.

NEW YORK METS—Traded Sergio Ferrer, in-Adams Division 28 17 19 95 315 235 36 28 17 19 95 315 235 36 28 12 84 305 261 32 27 17 81 272 259 28 30 17 73 294 303 27 37 13 67 311 358 fielder, and Dave Haward, outfleider, to the Cin-cinnal Reds for Scott Dve, pitcher. Assigned Dye to Tidewater of the International League.

Sugar Ray Leonard sends Larry Bonds to the canvas.

The runner thus knocked

record of 9.9, which was set first in 1968 and equaled by several sprinters. To do it, Glance ran against a 9-mph

NHL Standings

2-cliniched division title
Friday's Results
Hartland 5, Washington 3 (Kean (13), Staughton 2 (41), Fidler (13), Rowe (13): Gartner (46),
Ververgaart (14), Tookey (3); Gartner (46),
Buffolo 5, Calarado 3 (McKegney (33), Ruff
(7), Selling 129), Perreault 2 (20); Norwich (5). Buffola S, Calarado 3 (AlcKepney (33), Ruff (7), Selling (29), Perraguil 2 (20); Norwich (5), Cooper (7), Gopne (24)). Vancouver 10, Winnless 2 (Lanz (7), Mac-Donoid (23), AlcCarthy (15), Rota (24), Miner (10), Gradia (10), Ashton (18), Smyl (25), Wil-losms 2 (34); Trimper (14), Wilson (18), Saturday's Results Beshes S, Chicago 2, (Resume (27), O'Connell

Boshon S. Chicopo ? (Bouraue (27), O'Connell (15), McNab (16), Kasper (20), Fester (21): Se-vard(27), Marsh (10)). New York Rampers & Montreal 2 (Dave Malon-ey (11), Johnstone (29), Dan Maloney (28), Du-guay 2 (17), Greschner (27); Lambert (21), Gol-man (201). ney (221).
Edimonton 4. Detroit 2 (Hicks (5), Curri (25).
Anderson (27), Siltonen (14); McCourt (30).

Anderson (27), Sittonen (14); McCourt (30), Huber (13)].

Pittsburgh 4, New York (Slanders 4 (Kahoe (53), Lee (28), Buster (5), Malone (20); Merrick (13), Gorino, Tonelli (20), Nystrom (14)).

St. Louis 7, Buttolo 4 (Federko (27), Klossen (5), Sutier 2 (34), Currie 2 (22); Gore (44), McKegney 2 (35), Ramsay (23)).

Los Angeles 3, Minnesota 2 (Jersen (18), Toylor (43), Fox (18); MocAdoms (21), Young (24)).

Tromto 9, Colgary 5 (Polement 3 (39), Morrito 2 (22), Valve 2 (31), Robert (13), Sedibouer (20); Plett (34), Reinhart (16), Mindmorch (1), Routokolilo (9), Nilsson (44)).

Repeat Badminton Final

eliminated eight-time champion Rudy Hartono of Indonesia Saturday to qualify for the men's final Sunday of the All-England badminton championships against Liem Swie King, the Indonesian Padukone beat in the 1980 final.

understands the language and took the remark as uncomplimentary. in the air and proceeded to break According to friends, she was so Hanika at love and hold for 4-2. upset immediately afterward that she went to the players' lounge and began crying. The feelings intensified in the When she reached break point with Hanika serving at 2-4, 30-40, the match appeared over. Jaeger was controlling the rhythm of the rallies and making her rival play

fourth game of the second set Saturday. With Jaeger serving at 2-1, 15-30, Hanika drilled a shot from close range that hit Jaeger in the

Jaeger, Navratilova Reach Final

their first match in the tourna-

ment, which Jaeger won in straight

Jaeger, whose father is German.

The American youngster. Then, apparently thinking that the pace

> But Hanika played her way back into the match by attacking, even when Jaeger served for the match at 5-4. She broke at 15, opening and closing the game with fore-hand volley winners, and then broke again at love for the set with a backhand pass down the line.

made in German at the end of of the shot had been uncalled for.

Navratilova's victory was her 25th in 27 matches on the winter tour. En route to the final, she also beat Pam Shriver in three sets and Leslie Allen, 6-3, 6-0. "You can't give points away against Martina," Bunge said aft-erward. "Maybe with Barbara

Potter and Leslie Allen, but not Martina." Potter and Allen had beaten Bunge in previous rounds. The match did not really catch

any tempo until the 10th game of the second set, when Bunge saved a match point at 4-5 after Navratilova had been inches wide with a backhand service return down the

Pair Shares Victory In London Marathon The Associated Press LONDON — Dick Beardsley of

the United States and Inge Simon-sen of Norway crossed the finish line together at the end of the inaugural London Marathon Sunday. They joined hands yards from the finish of the the 26 mile 385 yards race and shared first place. Beardsley, who had never won a

major marathon, ran shoulder to shoulder with Simonsen for more than 10 miles on a wet, soggy morning. They were credited with a fast time of 2 hours, 11 minutes,

The huge crowd at the finish line in Green Park, just along the road from Buckingham Palace, expected a sprint finish, but Beardsley and Simonsen were given an ovation for their gesture.

Exhibition Baseball

Saturday's Games
St.Louis (SS) & New York (NL) (SS) 5
Baston S. Minnesota 4
Badilinters 10, Toronto 1
St.Louis (SS) 7. Detroit 1
Kansos City J. Pittsburgh 2
Allanto 12, Taxas 7
Chaggo (AL) 5. Philadelphia 2
Houston 12, Cincinnori 5
Montreal 5. Los Anseles 1
Çieveland 13, Septile 8
San Francisco 11, Mitheaukee 7 Son Francisco 11, Mile Qakland S. Chicago (NL) 3 Friday's Games Toronto 5. St.Louis 2 Philadelphia 7, Detroit (SS) 2 Chicago (AL) & Pittsburgh (SS) 1 Cincinneti 10. Kenses City 3 mesoto 13. Los Anos Sentie 4, Milwoukee 2 Son Francisco 11, Son Diego B Chicago (NL) & California 1 Baltimore 4, New York (NL) 1

Heritage Golf Classic Has Rogers in Front United Press International

HILTON HEAD ISLAND, S.C. Bill Rogers, 29, mastered blustery winds at the Harbour Town Golf LONDON — Defending cham-pion Prakash Padukone of India Saturday with a 3-under-par 68 for a 54-hole total of 208 in the Heritage Golf Classic.

Tied at 2-under-par 211 were Jerry Pate, who lost the 1980 Heritage in a playoff, two-time Heritage winner Hale Irwin and Fuzzy

New York 90, New Jersey 68 Utoh 112, Los Angeles 110 (OT) Denver 142, Golden State 139

Deriver 142. Gelden Stote 139
Phoenix 124. Sen Diese 139 (Robinson 31. Davis 22; Noter 15, Smith 14).
Housten 91. Kansos City 84 (Motone 21, Willoughby 18; Kins 27, Birdsons 16).
Chicoso 168. Atlanta 33 (Jones 29, Thaus 19; Pellom 21, Roundfield 20, Motthews 8).
Parliand 123. Dottes 109 (Thompson 29, Bartes 24. Romsey 24; Lloyd 28, Davis 21), Philodelphia 138. Clevelond 117 (Toney 24, Erving 21; Alfichell 38, Carr 24).
Detroit 115. Baston 90 (Tvier 27, Lang 20; Robey 14, Bird 14, Henderson 11).
Indiana 122. Washington 107 (Bamtom 20, Knight 18; Porter 28, Ballard 16).
Las Anseles 97, Septile 90 (Wilkes 24, Abdul-

Los America 17, Secritie 10, Wilkes 24, Abdul-Jobber 23; Brown 22, Congleton 17). Seterday's Results Washington 10s. Detroit 103 (Porter 24, Collins

Language

Social Safety Nets

By William Safire

NEW YORK — Phrase detectives the world over are searching for the origins of "the social safety net," a locution that seems to be slung under the Reagan administration.

The president has used it in formal speeches and in informal briefings; administration spokesmen carry the +-safety net around 🖔 as a kind of se-

curity blanker. official definition What is it? The prepared by David A. Stockman, director of the Office of Management and Budget, a blow-Safire dried Grim Reaper - goes this way:

"A social safety net encompasses the long-range programs of basic income security, most of which were established in the New Deal 50 years ago and are now widely

"This includes," reports Stock-man, "basic Social Security and Medicare: unemployment compensation; the two components of what we call welfare (Aid for Families with Dependent Children, and Supplemental Security Income) and basic veterans' benefits."

Using the circus metaphor of a "safety net." the budget cutters seek to allay fears of many of the "truly needy" (but not, one assumes, of the "falsely needy") that society is not about to shove them off the high wire onto the sawdust

Dictionaries have slighted "safety net"; many list "safety match," "safety pin," "safety valve," but safety pin." has slipped through undenoted. My hunch is that the phrase originated in circus terminology, which often contributes to political and media language.

Who first applied the safety-net metaphor to social welfare? It may have begun with Jude Wanniski an editorial writer for The Wall Street Journal in the 1970s. The safety-net idea that I used," he recalls, "applied to the international banking system — that is, there would be an international lender of last resort that would serve as a

the event of international turmoil. I always liked the idea of a safety net. When I got to that chapter in the Kemp book, I held onto that metaphor.

The "Kemp book" is "An American Renaissance: A Strategy for the 1980s" by Jack Kemp, the Republican representative from Buffalo who was the elected official most closely identified with "supply-side" economics before that view became popular.

Kemp worked with Wanniski on the book, which if not seminal was certainly of conceptual importance to the supply-siders who now people the Reagan administration.

"Americans have two complementary desires," asserted Kemp, on page 78 of the book, published early in 1980 and written in 1979. They want an open, promising ladder of opportunity. And they want a safety net of social services to catch and comfort those less fortunate than themselves Yet because people want this safety net in place, it doesn't follow that they therefore want it filled up with sufferers. Least of all do they want their assistance to seduce others in habits of dependency."

Until an earlier citation of "social safety net" is found, that coinage belongs to Kemp, assisted by Wanniski. It's a vivid use of language to reassure, recalling FDR's fondness for "nest egg," and is far better than the simple wordplay of "workfare."

Since "welfare" had become a dirty word (farewell, Welfare Island) by 1969, some of the White House staffers at the time looked for a way around it during the attempt at Nixonian welfare reform. I piped up with, "How about workfare?" Ed Morgan, the lawver who did more than anyone else to shape the pattern of programs that become known as "Nixon's Good Deed," replied, "Isn't that kind of Madison Avenue?" In a fit of pique. I slipped the word into a presidential speech; the work-re-quirement label was bruited about briefly, and died with welfare re-

Now, however, as part of the social-safety netork, the word "workfare" has been resuscitated. Nothing is wasted.

New York Times Service

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Rafael Fruehbeck de Burgos Prefers Guest Role

By Joseph McLellan Washington Fan Service
WASHINGTON — The first

W problem you encounter in dealing with Rafael Fruehbeck de Burgos is what to call him in fewer than eight syllables. "In Spain," says the new principal guest conductor of the National Symphony Orchestra, "they call me Senor Fruehbeck with a terrible mispronunciation of the German name. In Germany, they call me Herr de Burgos with a terrible mispronunciation of the Spanish name." He does not discuss what happens to his name in Japan, where he is the principal conductor of one of the finest

orchestras. Burgos is the name of the Spanish city where Fruehbeck (son of a German father and a panish mother) was born in 1033 enudied the violin as a child, and became concertmaster of the Burgos orchestra when he was 13 years old.

"It was a small, provincial orchestra and very bad," he recalls. "I have worked my way from the lowest to the highest."

Began Conducting at 17 He began conducting in Madrid at 17, and became the music director of the Bilbao Symphony Orchestra when only 26. Later,

he was appointed music director in Duesseldorf, in Montreal and, for 15 years, of the Orquestra Nacional de Espana in Madrid, where he lives now. In the 1960s and '70s, he became famous through recordings and guest appearances, and finally decided to become a full-time free-lance conductor. He has been a guest conductor with many of the world's greatest orchestras, and has turned down offers of a music director's position with some of them, because he prefers the musically demanding but nonad-

Dorati had been working with the orchestra for a while and I noticed continual improvement. I don't know any orchestra in this country that has improved so much in those years. It began as an ordinary orchestra, and under Dorati it became a good orches-tra. Since Mstislav Rostropovich has become the music director, the improvement is accelerating. Now the question is whether we can achieve excellence. Do you know how many orchestras in the world I call excellent? You can count them on your fingers and perhaps have some fingers left

The admiration is mutual. The

longs." ministrative role of guest. He began conducting the NSO Precise and Clear in the early 1970s, "after Antal But Fruehbeck is never flamboyant, always precise and clear. never leaving any doubt about what he wants. His emotional reactions are translated into musical gestures - instructions about tempo and phrasing, entries, dynamics and balance. "If I made unnecessary gestures to impress the audience while I was standing up in front of 100 professional musicians, my face would turn

> From Fruhbeck's point of view, his chief qualifications as a guest conductor rather than a music director are love of music and distaste for bureaucratic work. "When I left the Spanish National Orchestra," he says, "I did not want to be a music direc-

red," he says.

tor anywhere for some time." He hesitated to accept even the position of the NSO's principal guest conductor. "But Rostropo-vich asked me to do this," he "and how can you say no to says, "and how can you say no to him? He is one of the greatest musicians of this century. It is an honor to be associated with him in any way. Then the musicians committee asked me - and my rapport with this orchestra is so excellent, I believe we can do good work together.

orchestra members - who can

be very irreverent about some

guest conductors when speaking

off the record - seem unam-

"He's about as professional as

anybody who has ever waved a

stick at us," says one NSO mem-

ber. "He knows exactly what we

can do and how to get it from us

with minimum strain. He could

probably sell more tickets if he

put more showmanship into his

conducting, but he puts it all in

the music, and that's where it be-

mous in their enthusiasm.

"I thought about this for a long time, and I decided I wanted to work more in Washington. It is one of the most cosmopolitan and civilized towns I know.

So finally, I could not say no." Fruehbeck began his conducting career in the theater. "When I was 17," he says, "I became a

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conductor of operettas in Madrid, while I was still studying music and law. My father, who was a businessman, insisted on the study of law because he was not certain what kind of future I would have as a musician. When he saw that at 17 I was already able to support myself very well as a conductor, he agreed to let me stop my law studies. I was earning 150 pesetas a day, which was a very good income. For a boy of 17, it was like being a millionaire. I have never felt better than I did then."

Started With Operettas

Fruehbeck became Fruehbeck de Burgos when he began performing internationally -- specifically, when he brought the Bilbao orchestra to a music festival in France. "Look, Rafael," the orchestra's manager told him. "we must do something about this German name. I cannot explain to everyone that you really are Spanish." Having annexed the name of his birthplace ("where," he says proudly, "the best Spanish in the world is spoken"), Fruehbeck made his first international impression as a Spaniard. His early international recordings, which enjoyed a spectacular success, were of Spanish

From this beginning he has built a solid reputation as a conductor expert in many kinds of music. He has a repertoire of nearly 300 orchestral works, practically all of which he conducts from memory.

Stage Direction

Despite some distinguished operatic work (including a re-cording of "Carmen" that won critical superlatives), Fruebbeck has no plans for operatic work in the immediate future. "Next year," he says, "I will do Manuel de Falla's 'La Vida Breve' with the National Symphony, but I am in no hurry to seturn to the

"Today, I think there is too much emphasis on stage directors and too many stage directors who merely want to make a sensation rather than respect the inherent style of a work of art. They compete to outdo one another in outrageousness, and if there is a scandal about the directing the director thinks, 'Good: it will make me famous. When I am invited to conduct an opera, I am very careful to see who is the stage director."

Ford Waxes Lyrica PEOPLE: About Youguse Tri

Former U.S. President Gerald R. Ford took a boat ride through the gorges of the Yangtze River and almost couldn't find enough superlatives to describe the experience afterward when he met with American residents of Peking. Ford and his wife, Betty, spent two days on a boat traveling down the Yangtze below Chongquig (Chungking). "I can say without any hesitation or qualification that the trip . . . is one of the most magnificent expenences one could ever undertake." Ford told his fellow Americans. The scenery was unbelievable."

The Carnegie Foundation's Wateler Peace Prize will go this year for the first time to an entertainer, Damy Kaye. The foundstion announced in New York that Kaye was being honored for "the numerous and outstanding activi-ties he has carried out and is still carrying out on behalf of needy children all over the world in his capacity as goodwill ambassador for the United Nations Childrens Fund. The award, worth about \$1,700, was established in 1927 in the will of J.G.D. Wateler, a Dutch millionaire who bequeathed his estate to the Carnegie Foundation on condition that it use the revenue as a peace prize to be given in alter-nate years to a Dutch and a foreign individual or institution.

Prince Charles started a long parting from his francee Sunday, just two days after Queen Eliza-beth gave her formal consent to his July 29 marriage to Lady Disma Spencer, 19. The prince left on a five-week tour of New Zealand, Australia, Venezuela and the United States that will end with a dinner May I at the Winte House with President Rouald Resear. No one was a hit surprised when the queen, at a Privy Council meeting, officially agreed to the union under the Royal Marriages Act of 1772, which provides that certain descendants of George II without the consent of the sovereign signified by the Great Seal of State and declared before the Privy

Regents of the University of Hartford, Conn., have told the sculptor Claes Oldesberg no thanks, they'd rather not have a 23-foot-long red, white and blue toothbrush on their campus. "I'm not attracted by his effort," said Regent Grace Edsworth. Some-

Council.



PATHS CROSS cratic Sen. Edward nedy of Massachu I has estranged wife, into each other in ton during a lunche the American Cano presented its Hub phrey inspirational Edward M. Kenned lest a leg to cance

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times things that are fa-: teresting, but I don't was. Regent Bice Clea the work: "I feel, in t wouldn't be somethin denberg or the Univers ford would be proud a eryone approved of giving Oldenberg the however. "Oldenberg sculptor and this clear! league town," said Be sen, a former dean of t ty art school.

Elizabeth Taylor will gal action unless the A quirer promptly retract depicting her marriag Virginia Republican m said his wife was heart. \$1.6-million libel awar week by the comedian nett against the weelth ket tabloid. The Eng lined a front-page story edition, "7th Marriage — Liz Taylor and Ha in Public Fights." The !
have a widely publicing ment last year, about tration, at a Republic cace lest year in Maryis -SAMUEI

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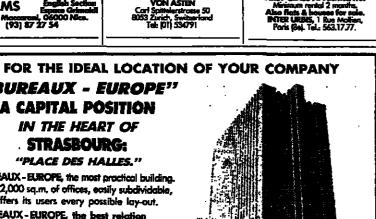
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